



The

CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2.

Registered as a Newspaper

No. 2710
VOL. CXVI.

JANUARY 16, 1932

Annual Subscription (with
Diary) 20/- Single Copies 9d.★
NOVARSENOBILLON
AND
METARSENOBILLON★
STOVARSO★
GARDENAL★
EPHEDRINE★
OPACOL★
PLANOCAINE★
MERCUROCHROME★
TRYPARSAMIDE★
SONERYL★
ARTHRYTIN★
HYDRIOL★
STOVAINE
★*Noted for Fine Chemicals
and Pharmaceutical Products***ADRENALIN** MAY & BAKER

Identical in chemical composition and equal in physiological action to adrenalin obtained from the suprarenal gland. More stable also than the natural product, and considerably cheaper in cost.

PITUITARY EXTRACT MAY & BAKER
(Physiologically Standardised)

An entirely dependable product for use in obstetric and general practice.

The general excellence of these products backed by extensive medical propaganda is steadily increasing the already large demand.

You should write for full particulars

MAY & BAKER Ltd**BATTERSEA • LONDON • S.W.11**

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A Profitable Resolution for 1932 DISPLAY MORE SELL MORE **KOTEX**

AN EMPIRE PRODUCT

There were a good many retailers who did remarkably good business in 1931 in spite of general trade depression. Investigations carried out proved that those who actively co-operated with us in pushing sales have more than justified their expectations. This again proves the value of good display to link up with the forceful Kotex advertising which is continually appearing.

Kotex is an article that not only brings substantial profit to you, but also increases your custom. Women are naturally conservative in personal matters. They prefer to buy Kotex at their customary place—where they are served best—and *it might as well be your shop*. It has been proved time and again that sales of sanitary goods lead to sales of other articles as well. Kotex is the best of its class . . . and satisfied customers will purchase other articles as well as Kotex all the year round.

For 1932 then, make your good resolution to “display more—sell more Kotex.” There’s money in it for you!

KOTEX LTD

317, HIGH HOLBORN, LONDON, W.C.1



Wrapped packages of Kotex on the counter, close handy, act as a welcome reminder, making the purchase easy. The Kotex counter stand is admirable for the purpose . . . and will be supplied free upon request. Write for the attractive range of Kotex display material including the famous ‘Nurse’ show-cards . . . all free. They proclaim you as a Kotex stockist immediately.

TELEPHONE
HOLBORN 2900

The immediate success of **KURBOIL TABLETS** BRAND

is due to the realization by pharmacists that it meets a public demand.

KURBOIL is the up-to-date treatment for boils, styes, carbuncles. It comprises a medicinal preparation of tin in compressed form, suitable for internal administration.

It checks the growth of incipient boils, quite painlessly, and a course of the tablets will give freedom from further eruptions.

Your customers will thank you for introducing them to KURBOIL.

7/6 per dozen tubes
of 50 Tablets

1/3 Retail Price

SHOWING

100% profit
on cost.



ARTHUR H. COX & CO. LTD
Manufacturing Chemists.
BRIGHTON ENGLAND



Announcement

HENRY TETLOW CO., Makers of the famous "SWANDOWN" Face Powder and Toilet Preparations, beg to announce that a new Company has been formed, to be known hereafter as:

HENRY TETLOW CO. LTD.

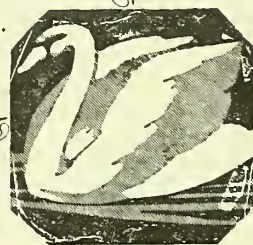
which will manufacture and distribute "SWANDOWN" Face Powder and Toilet Preparations, with factory and offices at:

61 EAGLE ST., HOLBORN, LONDON, W.C.1
— HOLBORN 6065 —

Henry Tetlow Co. Ltd., have planned to meet the increasing demand for "SWANDOWN" preparations with the same promptness as heretofore, and the Policy of the "HOUSE of TETLOW," known for the unvarying quality of its products and fair dealings, will be carried on unswervingly.

Henry Tetlow Co. Ltd., deem it a privilege to announce that Mr. Leslie W. Dodds, Managing Director of H. B. Sleeman & Co., Ltd., who formerly acted as Agents for "SWANDOWN," has associated himself with HENRY TETLOW CO., LTD., as one of its Directors.

Henry Tetlow Co. Ltd., wish to express to the Trade its deep gratitude for their past patronage and at the same time to assure them of its traditional heartiest co-operation.

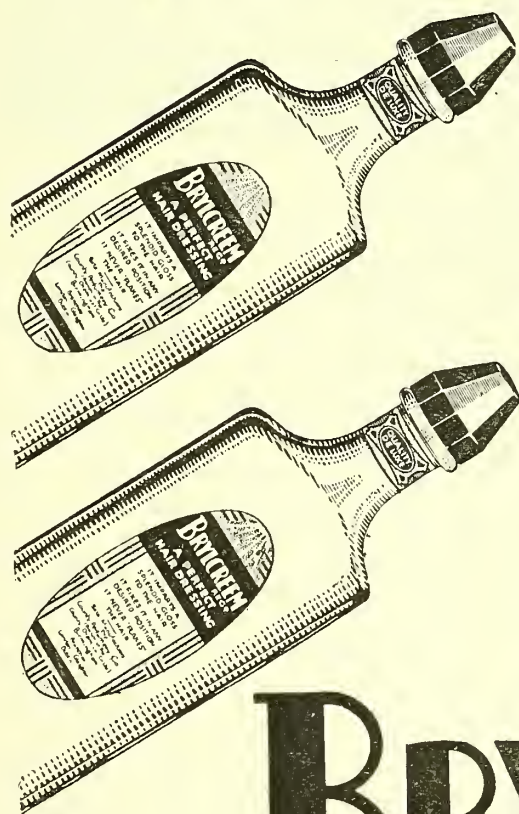




**ALL HEADS
ARE
TURNING
TOWARDS
BRYLCREEM**



are you ready to take the Profits



Brylcreem Window Dressing Competition—January 18 to February 29.

ARE YOU READY TO GET YOUR FULL SHARE OF THE LARGE INCREASE IN BRYLCREEM BUSINESS ?

IS YOUR WINDOW DRESSED READY TO BRING IN BRYLCREEM CUSTOMERS ? Do not miss this opportunity.

Brylcreem Slogan Competition—January 18 to February 29. Over five million potential buyers of Brylcreem will see the Brylcreem Slogan Competition advertisements in the principal NATIONAL DAILIES.

Think of what this means in terms of increased Brylcreem sales ! Brylcreem is the most progressive and effective ' no gum, no flake ' cream on the market. Get your share of Brylcreem business.

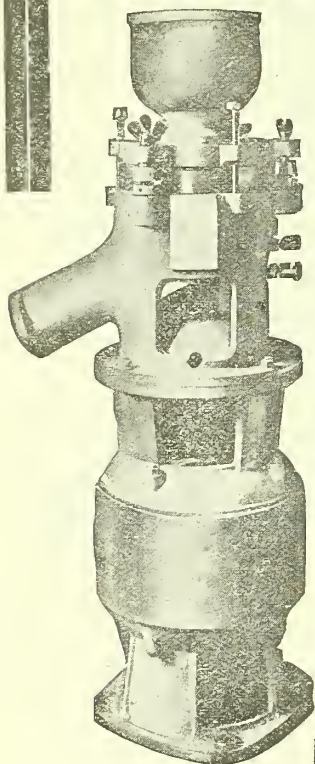
BRYLCREEM PAYS FOR DISPLAYS

BRYLCREEM
The Perfect Hair Dressing

THE COUNTY PERFUMERY COMPANY, Bradford Street, BIRMINGHAM

PREMIER

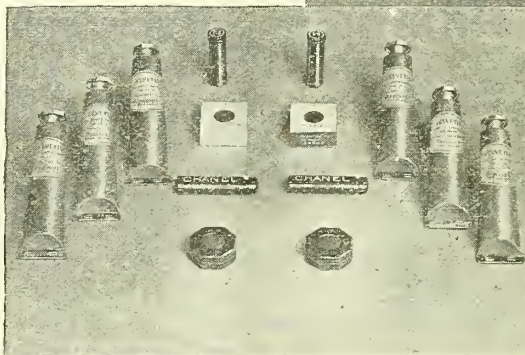
PASTE AND EMULSIFYING MILLS



5" PASTE MILL
with direct-coupled
Motor.

Premier Paste Mill direct-coupled to Motor for creams, semi-pastes and viscous products.

High Speed Premier Colloid Mills also supplied for belt-drive—recommended for emulsions and dispersions of all types.



By courtesy of the Manufacturers enumerated below we are enabled to display a few of the many and varied types of products to-day being manufactured in all parts of the world with the aid of the

PREMIER MILL



James Woolley, Son & Co., Ltd., Manchester.
Blundell Spence & Co., Ltd., Hull.
Bengal Chemical & Pharmaceutical Works, Ltd., Calcutta.
R. Thomson, Elgin.
R. Hovenden & Sons, Ltd., London.
Ste. Ame. Grenoville, France.
Les Parfums Chanel, France.
A/S Pharmacia, Copenhagen.
Produits du "Lion Noir," France.
Eugene Rimmel, Ltd., London.
A. Bourjois et Cie, Ltd., London.
Leather Dressings, Ltd., London.
United Turkey Red Co., Ltd., Alexandria, N.B.
Reckitt & Sons, Ltd., Hull.
Etc., etc.

Telephone :
National 9500
(8 lines).

PREMIER COLLOID MILLS LTD.

(ASSOCIATED WITH BURT BOULTON & HAYWOOD, LTD.)

380 SALISBURY HOUSE, LONDON WALL, E.C.2

Telegrams :
Burboul, Ave,
London.

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PREPARE FOR WINTER TRADE

JAYTEE'S GINGER WINE ESSENCE

NON-INTOXICATING, WARMING
AND STIMULATING

Retails at 9d.



Decanter and 3 Wine
Glasses for Window
Display supplied with
each order for 1 gross.

PRICES:
Per doz. - - 5/6
6 doz. - - - 5/3
12 doz. - - - 5/-

One 9d. Bottle
makes 1 gallon
(Or Six Wine Bottles) of
Delicious Cordial

JOHN THOMPSON (Wholesale Druggists 1921) **LTD.**

27/35 DUKE STREET, LIVERPOOL

Telegraphic Address: "DRUGS, LIVERPOOL."

Telephone No.: ROYAL 1434 (6 lines)

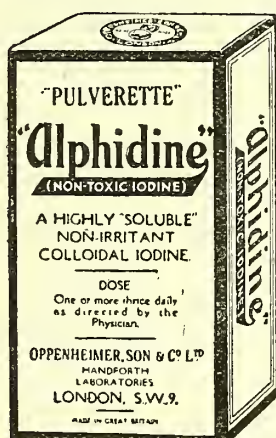
DOCTORS ARE NOW PRESCRIBING

"Alphidine"

(NON-TOXIC IODINE)

(GOVETT PATENT)

THE NEW OPPENHEIMER PRODUCT



RETAIL PRICES

4/- and 7/6

PER CARTON

"ALPHIDINE" IS A NON-TOXIC NON-IRRITANT PRODUCT OF AN ALLOTROPIC COLLOIDAL IODINE.

The difficulties and restrictions imposed by the TOXIC and irritant PROPERTIES of iodine ARE NOW REMOVED.

Clinical tests in some of the largest London Hospitals establish the non-toxicity and high therapeutic activity of "ALPHIDINE" in Hypothyroidism, Toxæmias, Rheumatic conditions; in fact, IN ALL THOSE CASES WHERE IODINE OR THE IODIDES ARE INDICATED.

OPPENHEIMER SON & Co. Ltd.

Handforth Laboratories - CLAPHAM ROAD, LONDON, S.W.9

8^{D.}
PROFIT
 ON
 AN
OUTLAY
 OF
10^{D.}
 OR
80%



SOLD
BY
CHEMISTS
ONLY

MADE
IN
OUR
LABORATORIES
IN
SURREY

Retail Price 1/6 per Jar.

Chemists' Price 10/- per doz.

LABORATORY DEPARTMENT
ARMOUR AND COMPANY
 LIMITED

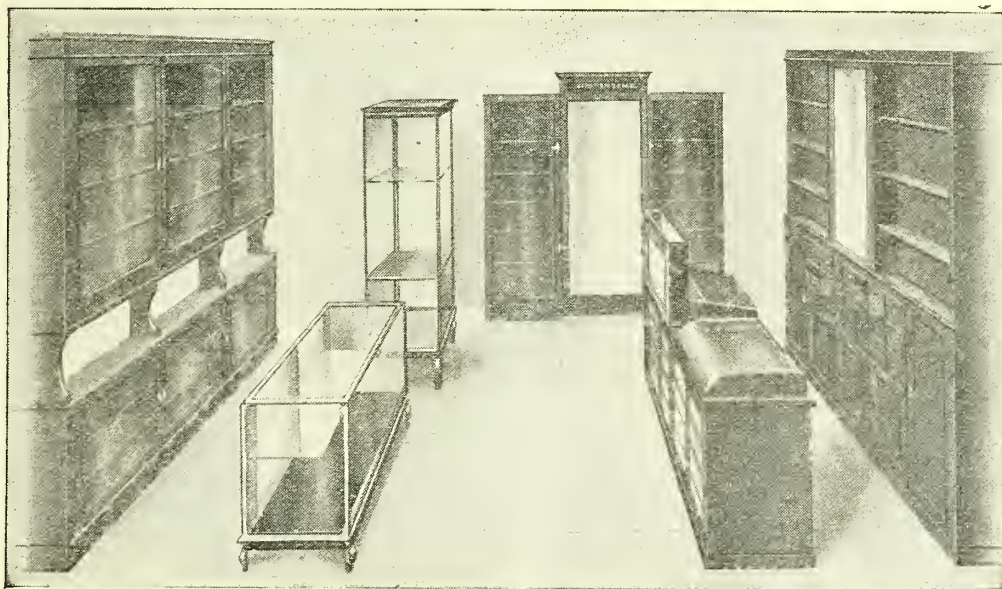
**ARMOUR HOUSE, St. MARTIN'S-LE-GRAND,
 LONDON, E.C.1.**

TELEGRAMS: "ARMOSATA-CENT," LONDON.
 TELEPHONE: NATIONAL 2424.

KING'S

FOR

SHOWCASES AND FITTINGS



The Pharmacist who is opening new premises or who is about to modernise an existing Pharmacy cannot place himself in better or more experienced hands than the well-known Pharmaceutical Shopfitting firm of J. C. KING, Ltd. The experience of many years in this particular class of work enables us to appreciate the particular needs of the Pharmacist and at the same time co-operate with him in obtaining the correct atmosphere of the Pharmacy at the lowest possible cost.

The above illustration shows a selection of Modern Fittings which ensure maximum display combined with substantial and dignified appearance. The fittings illustrated consist of the following units:—

Oak or Mahogany Frame				Oak or Mahogany Frame			
1-6'	Dispensing Screen	-	-	£19	10	0	
1-6' 3"	Silent Salesman	-	-	£10	0	0	
1-6'	Glass Counter	-	-	£10	0	0	
1-8'	Wall Showcase	-	-	£20	0	0	
1-8'	Drug Run	-	-	£25	0	0	
1-8'	Glass Fronted Counter	-	-	£12	0	0	
1-3'	Bent Glass Counter Case	-	-	£3	3	0	
1-2'	Perfume Case and Desk	-	-	£5	0	0	

The Outfit **£100 0 0** Complete.

This Complete Outfit can be supplied on an initial payment of **£8 15s. 0d.**
and 11 further monthly payments of **£8 15s. 0d.**

WE WILL BE PLEASED TO FORWARD OUR NEW CATALOGUE No. 1013 POST FREE ON APPLICATION

J. C. KING, L^{TD}.

SHOPFITTING SPECIALISTS

42-60 GOSWELL ROAD, LONDON E.C.1

'PHONES :—CLERKENWELL 2316 (6 lines).

'GRAMS :—" MAINBOOM, LONDON."



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An invitation

**FROM BRITISH
MANUFACTURERS
TO ALL
TRADE BUYERS**

TRAVEL FACILITIES

The British Railways are extending special travel facilities to buyers. Return tickets are available at the price of a single fare plus one third.



ON February 22, 1932, we British Manufacturers commence the eighteenth British Industries Fair under the auspices of H.M. Department of Overseas Trade. This year's Fair will eclipse all past successes. Already we have more exhibitors... a wider range of goods... new designs... keener prices. Never has our shop window been so inviting.

To the Trade Buyers of the World, we British Manufacturers extend a cordial invitation. We hope for your visit confident that we can lay before you a more comprehensive and attractive range of wares than has ever before been presented in one display.

**BRITISH
INDUSTRIES FAIR**

LONDON SECTION BIRMINGHAM SECTION

Olympia - Feb. 22—Mar. 3

Castle Bromwich

White City Feb. 22—Mar. 5

Feb. 22—Mar. 4

(Textile Section)

Full particulars and invitation cards on request from:
The Department of Overseas Trade, 35, Old Queen Street,
London, S.W.1.

BIF • BIF • BIF • BIF • BIF

D.A.8

**REVELATION IN STORAGE OF EGGS
WONDERFULLY SIMPLE AND EFFICIENT**

OTEG
EGG PRESERVATIVE

(Seals every pore)

**STORE EGGS DRY IN BOX AT HOME FOR TEN
MONTHS, FOR BOILING & ALL PURPOSES**



Consider Oteg before stocking others. Users demand it, it's so efficient & convenient. Sealed all the time, in store, transit, or shipment. No trouble, no preparation, no pails of chemicals. Quart of Oteg seals over 1,000 eggs. DIP eggs into thin liquid, with wire tongs provided. DRY for half an hour, STORE in box.

Sealed tins with dipper for 250 eggs 2/8; 500 4/9; 1,000 7/9

Cartons containing sealed tin, wire tongs, booklet.

**GENEROUS TRADE TERMS—EASY SALES
GOOD PROFIT—FORCEFUL ADVERTISING**

Stocks sealed and Good For Two Seasons
ATTRACTIVE ADVERTISING MATTER

SOZOL (1924) LIMITED
20 COPTHALL AVENUE, LONDON, E.C.2

— Thousands of tins sold last season —
HUNDREDS OF THOUSANDS FOR 1932

**BATTLE'S
STOKALIN**

The Wonder Drench

for all kinds of

**FEVER and INFLAMMATION in COWS
and CALVES, SHEEP, PIGS, HORSES**

**COW or UDDER SALVE
LAMBING OILS
CARBOLISED OILS**

**EMBROCATION (Household,
Footballers', Vety.)
LYSOL DISINFECTANTS**

Large Profits. Special own name packing.

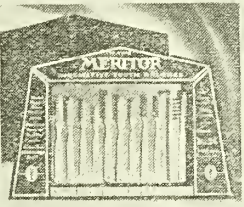
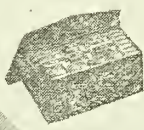
Write to:—

**BATTLE, HAYWARD & BOWER
LINCOLN**

MERITOR HAIR BRUSHES—contd.
Revised Patterns—Reduced Prices.




Meritor Bone Tooth Brushes
New Reduced Wholesale Prices giving 72% Profit on Cost

MERITOR HAIR BRUSHES—contd.
Revised Patterns—Reduced Prices.

Meritor Bone Tooth Brushes
New Reduced Wholesale Prices giving 72% Profit on Cost

Maw's for Toilet Brushes

Maw's are toilet brush making specialists to the retail pharmacist. They do not merely sell toilet brushes, produced by unknown makers; they actually make toilet brushes in their own London factories.

Nor are brushes bearing the name of Maw sold indiscriminately to anybody who is prepared to purchase. They are supplied only to qualified pharmacists. It is the policy of this House to assist the pharmacist to defend his brush business against outside competition.

You should already have received a copy of "Brushes by Maw" — Maw's most recent toilet brush list. Look through its pages! See what a wonderful range of quality brushes is available to you and to no other retailer.

Study the unique patterns, the original designs, the splendid packings and the splendid display and sales helps provided with Maw's brushes.

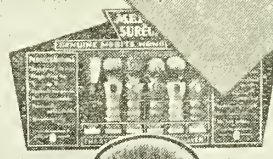
Then ask yourself will you not profit by concentrating your selling efforts on the toilet brushware produced by the House of Maw.

S. MAW SON & SONS LTD.

**MAKERS OF TOILET
BRUSHES TO PHARMACISTS**

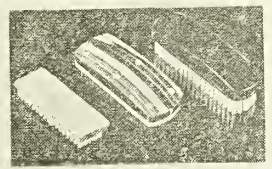
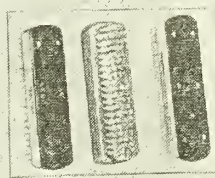
**LONDON
&
BARNET**

THE "MERITOR"




MERITOR HAIR BRUSHES—contd.
Revised Patterns—Reduced Prices.

MAW'S NAIL BRUSHES

NEW & BRITISH

An INNOVATION which will definitely appeal to all your customers, and will become one of your best and most prominent sellers.

BEMAX VITAMIN CHOCOLATE



1/6 Size BEMAX

We wish to remind Chemists that to meet the ever growing demand for popular sellers in small sizes, especially in these times of National Economy, BEMAX IS NOW SUPPLIED in a 1/6 Size. While the sales of the Standard 2/6 and 4/6 sizes are still fundamental, yet many Chemists will like to be fully advised that this smaller size is available and can be purchased on favourable quantity terms with other sizes.

STANDARD TRADE TERMS FOR BEMAX PREPARATIONS BEMAX

Price to Public P.A.T.A.	Per doz.	6 doz. 1/6 size or equivalent.
1/6	13/6	13/- per doz.
2/6	22/6	21/3 "
4/6	40/6	25/- "
20/- Hospital size	15/- each	—

Carriage paid 6 doz. 1/6 or equivalent. Original cases only, viz. 1/6 size and 2/6 size 1 and 3 doz. 4/6 size 1/2 and 1 doz.

Quantity assortment may be made up in the three sizes, viz., 4/6 size equivalent to two 2/6 size or four 1/6 size.

BEMAX CHOCOLATE

	In boxes of	
2d. Bars	3 doz.	18/- per gross bars
6d. Cakes	1 doz.	4/6 per doz. bars

Carriage paid 1 gross 2d. bars
or 6 doz. 6d. bars.

has been produced in response to innumerable requests, and in order to provide BEMAX in a form which can be taken conveniently at any time of the day, i.e., travelling, walking, at the office, etc., etc. Every Chemist will agree after having tasted the recent sample sent, that this Chocolate is a REAL JOY TO EAT—and

each bar contains 20% BEMAX. BEMAX VITAMIN CHOCOLATE is supplied in well chosen designed outers, and each bar attractively wrapped. Large sales are assured if this attractive line is prominently featured.

BEMAX VITAMIN CHOCOLATE will be featured in every BEMAX advertisement and in all BEMAX propaganda. Every Medical Man in the country will

shortly receive full particulars of research work with offer of samples of this Chocolate. Moreover, a sample with descriptive leaflet is now being included in every package of BEMAX sent out.

IN ORDER TO GIVE EVERY CHEMIST THE OPPORTUNITY of taking the new chocolate into stock on most favourable terms, the following Special and Attractive Bonus Offer has been devised and is available only from January 7th to February 7th, 1932.

On every order for : 1 doz. 2/6 size BEMAX or 2 doz. 1/6 size BEMAX we supply 1 doz. 2d. bars of BEMAX CHOCOLATE—FREE. SELLING VALUE 2/-.

On every order for : 3 doz. 2/6 size BEMAX or 6 doz. 1/6 size BEMAX we supply 3 doz. 2d. bars or 1 doz. 6d. cakes of BEMAX CHOCOLATE—FREE. SELLING VALUE 6/-.

On every order for : 1 gross 2d. bars or 4 doz. 6d. cakes of BEMAX CHOCOLATE we give 1 doz. 2d. bars BEMAX CHOCOLATE — FREE. SELLING VALUE 2/-.

This offer is conditional on Window Display being given and that your order is received definitely within the periods named.

Please use this order form provided for your convenience.

C. & D. 1.32

To Messrs. FASSETT & JOHNSON, LTD., 86 CLERKENWELL ROAD, LONDON, E.C.1.

IN ACCORDANCE WITH THE TERMS OF YOUR OFFER, PLEASE SEND ME

..... Doz. 1/6 size BEMAX Doz. 2d. Bars BEMAX Chocolate

..... " 2/6 " " 6d. Cakes "

..... " 4/6 " and FREE BONUS of Chocolate as applying.

I undertake to make a window display for not less than two weeks

Name..... Address.....

**B
U
Y**

WHOLESALE ENQUIRIES ONLY

BRITISH

**B
O
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T
L
E
S**



MB

LAX & SHAW LTD

Registered Office: **ALBERT GLASS WORKS, HUNSLET, LEEDS**

Three Factories: **ALBERT, CLARENCE & DONISTHORPE**

**DISPENSING, EMULSION, POISON, EMBROCATION, PERFUME,
SAUCE, JAM, &c. HAND OR MACHINE. ALL COLOURS**

BUY BRITISH BOTTLES



EST. **FREDERICK HAMPSON** 1851
PERSEVERANCE GLASS WORKS, SALFORD
 TELEPHONE: TRAFFORD PARK 0814/5 TELEGRAMS: "ATTENTION," SALFORD

EUCRYL DENTIFRICES



BRITISH MADE

BRITISH OWNED

Bought on Display Terms Yield:—

PROFIT ON SELLING PRICE **43%**

PROFIT ON BUYING PRICE **75%**

EUCRYL LIMITED,
 MANUFACTURING CHEMISTS,
 SOUTHAMPTON

EUCRYL TOOTH POWDER
 EUCRYL TOOTH PASTE
 EUCRYL DENTURE POWDER

EADE'S ANODYNE *is a* BRITISH PRODUCT

of excellent quality . . .

*Sell and recommend
a British Product*

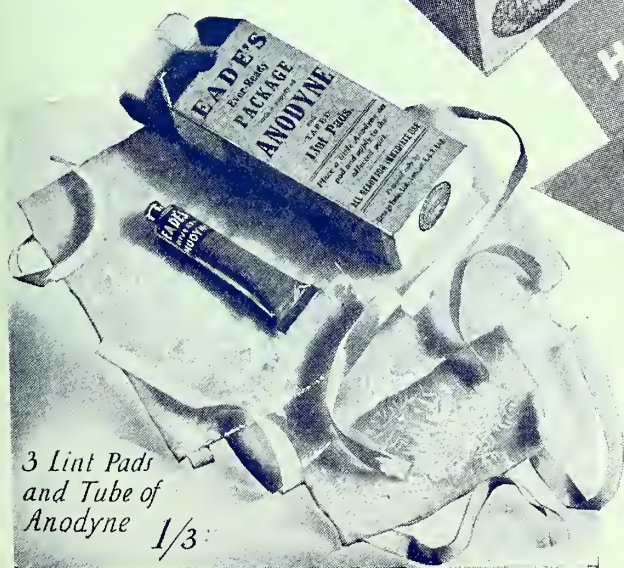


Eade's Anodyne is put up in Collapsible Tubes, retail 1/3, and 1/3 Ever-ready packages, as shown below.

Order from your usual wholesaler; large stocks are always available.

ESTABLISHED 1846

GEORGE EADE LTD.
Makers of the well-known Gout and Rheumatic Pills, famous for 85 years.
GOSWELL RD., LONDON, E.C.1
Phone: Clerkenwell 9370



3 Lint Pads
and Tube of
Anodyne 1/3

The NATION'S NEED - "BUY BRITISH"



BRITISH-MADE PRODUCTS

The impetus which has been given by recent political events to the purchase of genuine British goods has led to innumerable inquiries for information concerning actual manufacturers or first-hand suppliers of drugs, chemicals, perfumery, toilet articles and druggists' sundries of all kinds.

Most of these inquiries are dealt with by our Commercial Information Department, but it is evident that much time is wasted, and business sometimes lost, because buyers cannot always have the information before them in the pages of **THE CHEMIST AND DRUGGIST**.

It is quite obvious that the bulk of a chemist's requirements can be met promptly and faithfully by Home suppliers, so a series of

SPECIAL SUPPLEMENTS

will appear at intervals during 1932 in the advertisement pages of weekly issues of **THE CHEMIST AND DRUGGIST**.

In these Supplements will be collated specific announcements dealing with *bona fide* British manufactures.

All details regarding these Supplements are obtainable from

THE PUBLISHER :

Telephone :
Central 6565
(8 lines)

THE CHEMIST AND DRUGGIST
28 Essex Street, Strand, London, W.C.2

Telegrams :
"Chemicus"
Estrand
London "

Branches :

4 Cannon St.,
Manchester
(Blackfriars 3052)

54 Foster's Bldgs.,
High St., Sheffield
(Sheffield 22458)

19 Waterloo St.,
Glasgow
(Central 2329)

A new Thos. Christy line, well supported by advertising and showing a good profit

SUNBREZE FOOT FOAM

Here is a line that will be a ready seller! Good presentation! The right price! It really does what it claims to do! And a big National Advertising campaign to back it up!

NATIONAL ADVERTISING CAMPAIGN!

The National Advertising campaign which is scheduled to start on or about February 14, will appear in the following papers: Daily Mail, Daily Mirror, Daily Sketch, Sunday Pictorial, Sunday Graphic, Radio Times, Daily Herald, and Glasgow Bulletin. Be certain to have adequate stocks to meet the demand which this advertising will create!

TRADE TERMS

Price to the Public—8/- per dozen
Price to the Trade—5/4 per dozen

BONUS PARCELS

No. 1 (3 dozen and 4 packets free) costs 16/- Selling at 26/8
Profit 10/8

No. 2 (6 dozen and 1 dozen free) costs 32/- Selling at 56/-
Profit 24/-

Liberal and attractive supply of show material with each bonus parcel.

Manufactured by Sunbreze Products, Ltd.
35, Great Tower Street, LONDON, E.C.3.

Obtainable from all chemists' wholesalers or direct from

Thos. Christy & Co., 4-12, Old Swan Lane, E.C.4

British Manufacture.



A FIRST CLASS LINE . . .

Sunbreze Foot Foam actually foams—it produces millions of miniature bubbles which open the pores of the skin and introduce tonic qualities which quickly restore the feet to a natural healthy condition. Removes all corns, hard skin, chilblains, etc., as if by magic.

Simple £100 Competition to Public

In order to create exceptional interest and larger sales, an easy "Fit-the-Feet" competition will appear in large spaces in all the above papers. Further, a bonus prize of £5 will be given (or divided amongst) the retailer (or retailers) who supply the winning competitors.

THOS. CHRISTY & CO.
4-12 OLD SWAN LANE, E.C.4
of SUNBREZE FOOT FOAM

Please supply { Bonus Parcel No. 1 }
 { Bonus Parcel No. 2 } doz.

Name.....
Address.....



"AEROFUME" and "Aerofume" Deodorisers

Indispensable commodities
for the Home
For Protection
and Pleasantness

ENTIRELY
BRITISH

"Aerofume" Deodoriser

Retails at 6d.

Made in various artistic
colours. Packed in attractive
display cartons of 1 dozen,
assorted colours.

1 doz. lots 4/- carr. extra
3 " 4/- doz. " free
Special quotations for larger
quantities.

"Aerofume"

Special size screw-top bottle, packed
in separate cartons, to retail at 6d.,
containing 20 charges for the Deodoriser
or for spraying purposes.

1 doz. lots 4/- carr. extra
3 " 4/- doz. " free

Special quotations for larger quantities.
Also in larger sizes at 2/3, 3/6 and 6/3,
and complete outfits with special spray,
5/6, less 33 1/3% discount.

— SELLS AT SIGHT! —

Obtainable from usual Wholesalers, or direct from

Strong
selling lines
Nationally
Advertised

WALDEN, WALDEN & Co., 15 Grape St., London, W.C.1

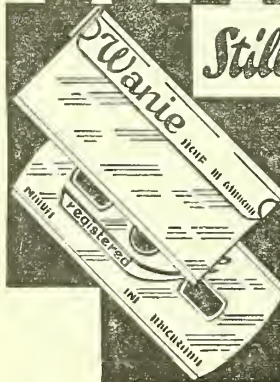
QUALITY
WILL TELL

WANIE

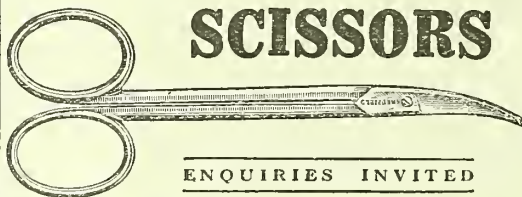
Still the 'Best Seller'

Single-sided 12/6 per 100
Three-hole 9/- per gross
Send for sample to Dept. C.D.
S. KALISKY (Aldgate), LTD.
146 THEOBALD'S ROAD, W.C.1

Northern Distributors:
S. KALISKY (Aldgate), LTD.
16 Withy Grove, Manchester
Irish Free State Agents:
Messrs. W. A. Freedman & Co.
LIMITED
20-21 Merchants Quay, Dublin



SCISSORS



ENQUIRIES INVITED

GILL, HERBERT & CO., Ltd.
CUTLERY MANUFACTURERS,
Wheeldon Street, SHEFFIELD

A NEW SHEFFIELD PENNY BLADE



In attractive Display Folding Boxes.

Send Postcard for Free Trial
Sample and Profitable Terms, to:—

DOMINION STEEL CORPORATION LTD.
Fleet Works, Queen's Road, Sheffield.

A Paying Game for You

GIBBS IVORY CASTLE GAME

Here is yet another fine sales-maker for Gibbs Dentifrice and the other well-known Gibbs Toilet Preparations—Gibbs Ivory Castle Game. All the children will be eager to get this jolly game which the leading newspapers and periodicals started to advertise during the week commencing January 11. Purchasers of any of Gibbs lines are told to ask their chemist for a complete game free and only invited to apply direct if their chemist is out of stock.

Mothers will be entreated to come to you for a Gibbs line and the youngsters will expectantly wait for you to hand them a free game. See that you have a stock on hand—they cost you nothing, and each game means a sale.

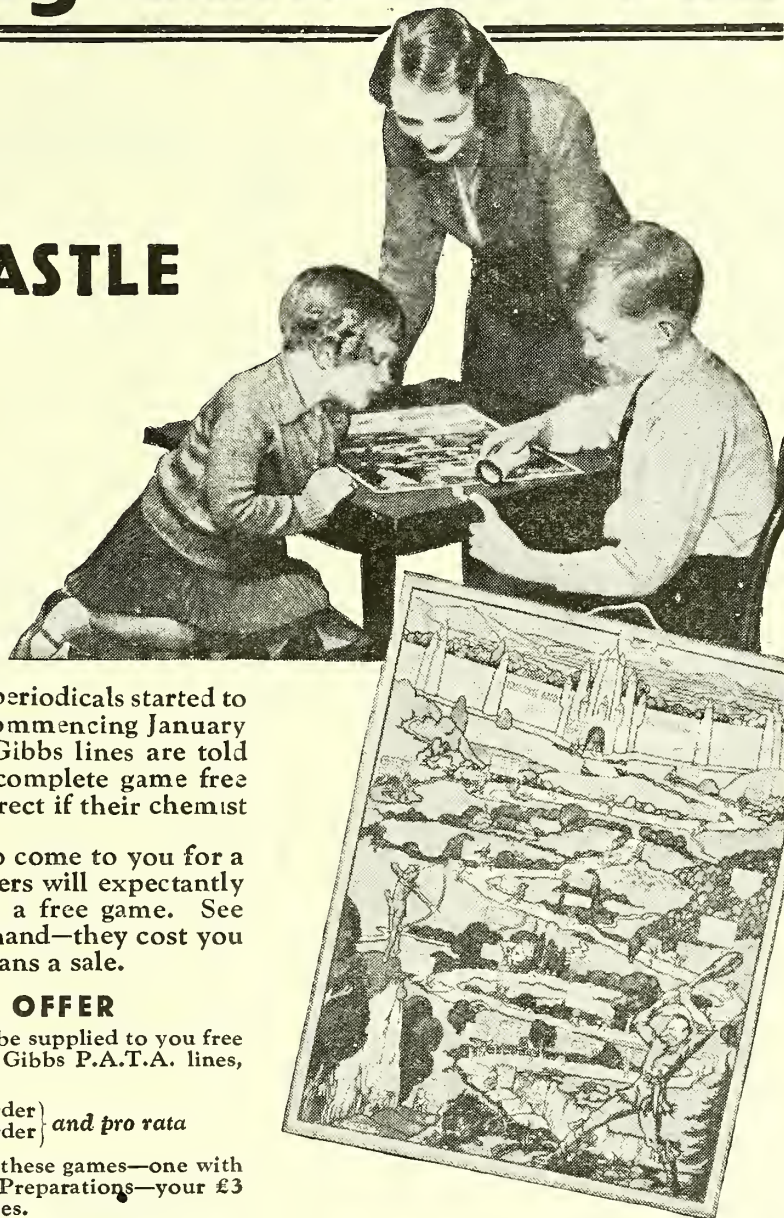
OUR SPECIAL OFFER

Gibbs Ivory Castle Games will be supplied to you free of charge with your orders for Gibbs P.A.T.A. lines, and a Window Display.

50 games with every £3 order
100 games with every £6 order } *and pro rata*

By the judicious distribution of these games—one with every purchase of Gibbs Toilet Preparations—your £3 order will yield you 50 good sales.

SEND IN YOUR ORDER NOW.

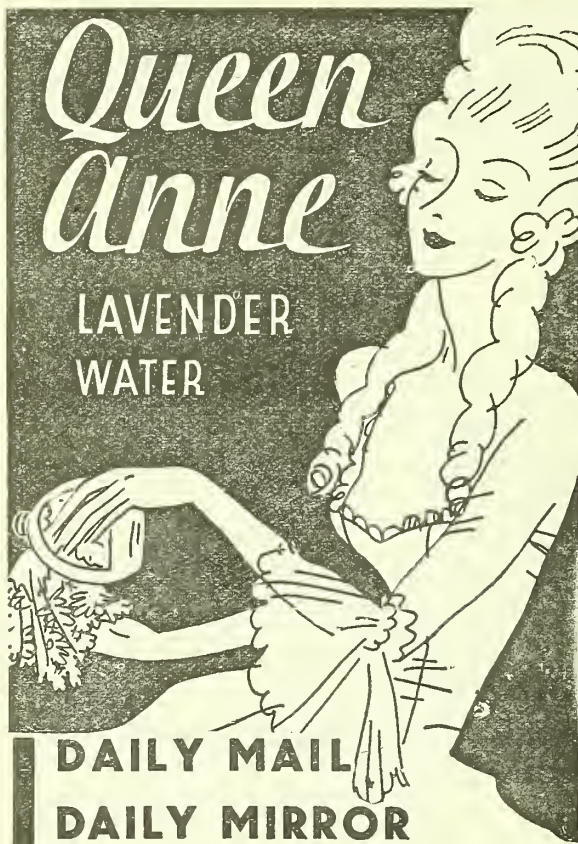


Gibbs Dentifrice

BRITISH MADE

D. & W. GIBBS, LTD., City Soap Works, Wapping, E.1.

GDT/7a



Queen Anne
LAVENDER
WATER

DAILY MAIL
DAILY MIRROR
DAILY SKETCH

and the principal Women's Magazines

• • will carry further

Queen Anne

LAVENDER WATER

ADVERTISING

from **JANUARY 21st**

onwards • • •

JANUARY 21st will see the re-commencement of frequent insertions of Queen Anne advertisements in the papers listed above. The leading feminine magazines will also carry appropriate Queen Anne announcements.

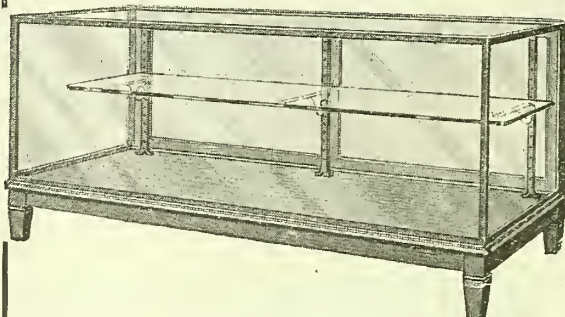
OPENING BONUS PARCEL : 52/- VALUE —

offer withdrawn from 23rd January, 1932.

Queen Anne

MARLBOROUGH & CO., LTD., 491-493, LIVERPOOL ROAD, N.1

GLASS COUNTERS BRING MORE TRADE



No. CD/SF 2920. A soundly constructed Display and Serving Counter made in our own works at Holloway Road—6 ft. x 3 ft. x 2 ft. oak or mahogany framing, glazed new $\frac{1}{4}$ " drawn plate glass top, front, and ends. Clear glass sliding doors at back. Interior fitted 1 row of shelves 12" wide, brown bronze bars and brackets.

DEFERRED TERMS.

An initial payment of 18/10 secures this counter, and 11 further equal monthly payments of the same amount make it your own complete property.

£10-15-0

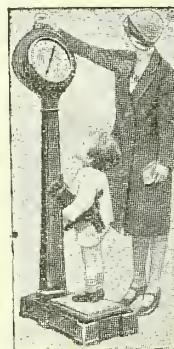
Cash Price. Ex. Works.

Send for our New List No. C.D.1260.

DUDLEY & COMPANY, LIMITED

451 HOLLOWAY ROAD, LONDON, N.7

City Showrooms: 65-66 FORE STREET, E.C.



Let the "GEM"
make money for you

Write for particulars and name of local agent to the manufacturers:—

THE GEM
AUTOMATIC WEIGHING
MACHINE COMPANY
LIMITED

48 NEW CITY ROAD
GLASGOW, C.4

EXPORT—Buy now on favourable Exchange Rate

SALE
POSTERS & TICKETS
Colored Illustrated Lists Free
DUDLEY & COMPANY Limited
451, Holloway Rd, London N.7.
City Showrooms:
65/66 FORE ST E.C.2

BEST ON THE MARKET
SOFT - DAINTY - HYGIENIC
WHITE OR COLOURED GROUND
 WITH
COLOURED OVERLOCKED EDGES

MADE IN ALL STYLES, AND AT
 PRICES TO SUIT EVERYONE

FROM **3/6** DOZEN

WRITE FOR OUR LATEST LEAFLET
 GIVING FULL PARTICULARS

SOLPORT'S GOODS ARE GOOD GOODS

Manufactured in LONDON, ENGLAND, by

SOLPORT
BROTHERS LIMITED

184-192 GOSWELL ROAD, E.C.1

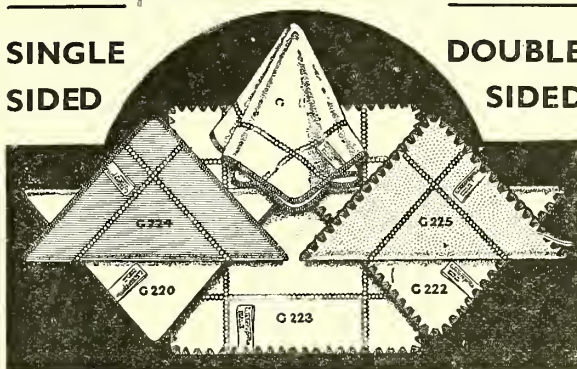
Watersprite FACE CLOTHS

MADE IN ENGLAND

**PACKED IN ATTRACTIVE
 DISPLAY CARTONS**

SINGLE
 SIDED

DOUBLE
 SIDED

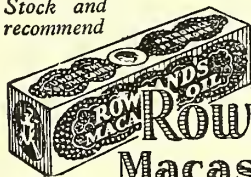


These charming cloths, being specially knitted, have just sufficient elasticity to render them delightfully soft in use, and appeal instantly to discriminating buyers.

Selling Suggestions

Rowland's Macassar Oil gives the
 hair lasting beauty simply by making
 it perfectly healthy.

Stock and
 recommend



Of all Wholesalers,
 to retail at 2/6,
 7/- and 10/6.

J. H. & Co.

**Rowland's
 Macassar Oil**

A. ROWLAND & SONS, Ltd., 22 Laystall St.,
 Rosebery Avenue, London, E.C.1

G. B. KENT & SONS, LTD.

Are known the World over as
 the Largest Manufacturers of

**BEST
 BRITISH
 RUSHES**

Please write for full Particulars to :
 75 FARRINGDON ROAD, E.C.1.

ANOTHER IMPROVEMENT

Each tin of

Calvert's
CARBOLIC
Tooth Powder

is now fitted with a new

ANTI-SPILLING DISC

This disc slightly compresses but
 does not reduce the quantity of
 Tooth Powder packed in every tin.

F. C. Calvert & Co., Ltd.
 Manchester.

Artistic "Pictorial" Barometers

(Breveté S.G.D.G.)



These interesting and scientific novelties consist of photo-gravures in colour of scenes such as Geneva, Mont Blanc, Château de Chillon, etc.

Through the medium of an applied chemical product, the water shewn in the picture changes colour in accordance with atmospheric variations—

Thus : **BLUE** } **FINE**
VIOLET } for **VARIABLE**
PINK } **RAIN**



Artistic "PICTORIAL" BAROMETERS find a ready sale and the addition of a calendar makes them a selling line that will always be in great demand.

They Retail at—

1/6 TO 1/9 EACH
 or 2/- each when fitted with calendar.

Wholesale Prices—

12/- DOZEN
 or 14/- per dozen fitted with calendars.

SOLE AGENTS FOR THE UNITED KINGDOM—

THE GENERAL OPTICAL COMPANY

(E. T. & F. W. CORNWELL)

120 CLERKENWELL ROAD, LONDON, E.C.1

Telegrams: "Genoptico, Smith, London."

Telephone No. 2962/2963 CLERKENWELL.

WATER GLASS

WE PACK FOR THE CHEMIST TRADE AND CAN OFFER

**BEST VALUE
SAFE
PACKAGES
AND
ATTRACTIVE
STYLE**

Write for Quotations to the Pioneers and largest Packers

TOMLINSON & HAYWARD Ltd
 51 Newland
 LINCOLN

Cataline prevents and cures inflammatory Diseases in Cattle.

TO THE TRADE.

P.A.T.A. PRICES!

Are **you** stocking

CATALINE?

If not, now is the time to send us your orders.

During this month we are posting 200,000 circulars to 200,000 Farmers and all Live Stock Owners.

Many of these are your customers.

They will be asking **YOU** for **CATALINE**.

Cataline pleases Your Customers. The Sales will Please You.

IS

WHAT **CATALINE** YOU WANT

One Size. One Price. Retail at Face Value, namely, 3/9 per bott.

Cases Free.

Carriage Paid.

Our best cash with order, carriage paid, prices are:—

1 dozen	3 dozen	6 dozen	12 dozen
36/-	35/6 per doz.	35/- per doz.	34/6 per doz.

Stocked by most Wholesale Houses

Sole Makers:

The CATALINE CO., Ltd., BRISTOL

RECORD SALES in 1931 STILL GREATER SALES in 1932

★ **Begin the New Year
by taking these
NEW PROFITS**

THOSE Pharmacists who consistently displayed Bob Martin preparations throughout 1931 have good reason to congratulate themselves on their profits for the year, during which all previous Bob Martin sales records have again been broken. Mr. H. Walker, of South Kirkby, for instance, says Bob Martin display material "has trebled the sales of your preparations." Trebled sales mean *new* profits—you are surely losing money every day if you do not have a Bob Martin display in your window.

The Bob Martin *New Year* advertising campaign is bigger than ever. Spaces in the great National newspapers and periodicals are in many cases more than doubled, and every one of these advertisements clearly shows dog owners that their dogs cannot enjoy proper fitness unless they are given

Bob Martin's tasteless Condition Powders without delay. Dog owners are acting on this advice—someone is recognising the benefit *now* of the increased sales that are being made in your district.

In a day or so you will be re-dressing your window—a fine opportunity to make a Bob Martin display which will bring in *regular* business from dog owners in your own district. Nearly half the people who pass your Pharmacy every day are dog owners, who will not only buy *now* for their dogs' immediate needs, but who require Bob Martin preparations throughout the whole year.

A regular Bob Martin display is your guarantee of consistent custom—can you afford to miss this chance of larger sales which will start from the day Bob Martin preparations go into your window?

COUPON

Please send me the special Bob Martin Winter Display material AT ONCE.

Name.....

Address.....

To Wholesale House or to Bob Martin Ltd., Southport, Eng.

The latest Bob Martin display material is available immediately. Mail this coupon to Southport to-day, if you would like displays sent direct to you, or hand it to your wholesaler's traveller as a special requisition.

BOB MARTIN LTD.
Dog Food and Medicine
Manufacturers since
1892.
**SOUTHPORT,
ENG.**



4th VOLUME - BETTER THAN EVER POLLARDS

Put out & Post to E. Pollard & Co Ltd
Shopfitters, St. John Street, London, E.C.1

To the circulation manager, "THE MODERN SHOP"
Please send future issues of "THE MODERN SHOP" & SUPPLEMENTS to:-

M

Address:

PLEASE WRITE IN BLOCK LETTERS.

ISSUED FREE TO ESTABLISHED TRADERS

INVITE
YOU TO
BECOME
A READER
OF "THE
MODERN
SHOP"

OPTICAL & WORK

OF

THE HIGHEST STANDARD OF
PRECISION AND FINISH AT
EXCEEDINGLY LOW CHARGES

Send a Trial Order to:-

P. OLIVER GOLDSMITH

Wholesale Manufacturing Opticians

60 POLAND ST., LONDON, W.1

Telephone:
Gerrard 4653

Telegrams:
Sonotone London

GET A PRICE

RUSHTON

SHOPFITTINGS

DESIGNS FREE

NEWPORT

CHEMISTS' FITTINGS

OF EVERY DESCRIPTION.
NEW AND SECONDHAND.

F. MAUND & E. BERG (SHOWCASES) LTD.,
175/9 and 336 OLD STREET, LONDON, E.C.1

SHOPFITTINGS

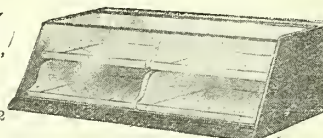
W. G. FARLEY

39 NIBTHWAITE ROAD,
HARROW

Phone: Harrow 2458

Works:
28a Durant Street, London, E.2

Phone: Bishopsgate 2729


£8-10 CHEMISTS' CONVEYERS £6-19-9

GRANDEX CARRIERS, ALMA ROAD, ST. ALBANS

ENLARGED POSTCARD ENLARGEMENT

— ORDERS —

Are BOUND to come your way—if you Try Our Service.
We make a speciality of Postcard Enlargements at this time of the year—and on receipt of postcard will send full details of our service

MUNNS BROS. LTD. 45 57 SUMMER ROW,
BIRMINGHAM

BALLOONS

PRINTED with your
ADVERTISEMENT
or BLOCK

COMBS, PRESENTS, LEATHER GOODS, NOVELTIES, ETC.

Deal from the oldest established firm in the Trade:

STANBERTS, LTD., STANBERT HOUSE, (Dept. "P"),
377 KENNINGTON ROAD, S.E.11

Reliance 1762.

STOCK "JAZZO" THE MAGIC DANCE FLOOR POLISH

SPONGES For the Nursery—Brown
Turkey, 9/6; Honeycomb
8/6 per doz. For the Bath—Honeycomb, 21/-
per doz.

Send us your enquiries for Chamois Leathers.

W. COATES HILL, LTD., 90 Bishopsgate, E.C.2

DISEASES AND REMEDIES. Price 5s., by post 5s. 3d.
VETERINARY COUNTER PRACTICE. Price 7s. 6d. net,
by post 8s.

THE PHOTOGRAPHIC CHEMIST. Price 3s. 6d., by post
2s. 8d.

THE "CHEMIST AND DRUGGIST," 28 Essex Street, W.C.2

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's
Ailments is advertised so extensively in the
daily and weekly Press as to bring mothers to the
retailer without effort on his part.

The selling has been done before the mother
reaches the chemist, and, having supplied her, it
is only common sense to claim she will buy other
family necessities from him. Moreover, the con-
tinuous demand for it produces a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

**SHADEINE**
FOR TINTING GREY HAIR

This popular article is largely advertised
and stocked by all Wholesale Houses.
Trial size 8d. per doz. ... 6/-
1/4 size, per doz. ... 12/-
2/6 size, per doz. ... 24/-
2/9 size, per doz. ... 36/-

The SHADEINE CO., 58 Westbourne Grove, London, W.2

Cachet CLOSING and FILLING **machines**
4/6 to 47/6
to suit all Dispensing Requirements.
WRITE FOR ILLUSTRATED LIST.

THOS. CHRISTY & CO., 4-12 Old Swan Lane, LONDON, E.C.4.

For Dyspepsia
Stock Dr. Thompson's
DANDELION COFFEE

Showcards —
 Pamphlets —
 Free Samples, —
 supplied on —
 demand —



Made entirely from the English Dandelion Root, Roasted and Ground. No Chicory or other foreign ingredients are included. Its great advantages to all with weak digestions are well known.

1/- ENAMELLED TINS. P.A.T.A. 8/- DOZ.
 1/9 ENAMELLED TINS. P.A.T.A. 15/- DOZ.
 3/- ENAMELLED TINS. P.A.T.A. 26/- DOZ.

POTTER & CLARKE, LTD

60, 62, 64, ARTILLERY LANE, LONDON, E.1.
 MANCHESTER OFFICE: 24, LUNA ST., GT. ANCOATS.

London: 'Phone, BISHOPSGATE 4761. 'Grams. "HOREHOUND, PHONE, LONDON."
 Manchester: " CITY 6048. " - "HOREHOUND, MANCHESTER."

The advertisement features a large, stylized 'SASSO' logo at the top. Below it, the words 'olive oil' are written in a bold, lowercase font. To the right, a glass bottle of SASSO olive oil is shown, with a label that reads 'SASSO OIL', 'SASSO & FIGLI', and 'PURE OLIVE OIL'. To the left of the bottle is a metal can, also labeled 'SASSO'. On the far left, a woman in a long dress is depicted holding a bowl. A large, dark, triangular shape is positioned behind the can and bottle, pointing towards the 'SASSO' logo.

*Recognised as the Standard
of Quality*

The Public are not impressed by Olive Oil bearing only the name of a retailer, as it is a product that cannot be produced in this country. Obviously the public has more confidence in an Olive Oil bearing the name of a Producer. SASSO OLIVE OIL bears the name and reputation of the largest Producer of Olive Oil in the world. Medical men are recommending more and more the use of the finest Olive Oil in cases of Constipation, Gastritis, and Ulceration of the Stomach, Biliousness, Anæmia, Debility, and Pregnancy; but it must be the very finest Olive Oil, such as "SASSO," which is a name Doctors know and recommend. Write for information regarding the most extensive advertising scheme ever launched with your co-operation amongst the medical profession, and also amongst your other customers. New season's samples and Price List will be submitted on application.

Sole Agents for United Kingdom:

**FREDK. BOEHM
LIMITED**

17 JEWRY STREET, LONDON, E.C.3

Producers:

P. SASSO & FIGLI
ONEGLIA . . . ITALY

Ergotoxine Ethanesulphonate

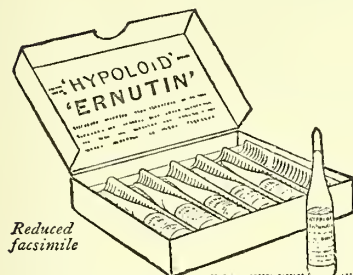
Used in the preparation of

TRADE ⁶ERNUTIN⁹ MARK

The first preparation to contain this salt

The Sub-committee on Ergot of the British Pharmacopœia Commission recommends that Ergotoxine be recognised as the official active principle of Ergot and that Ergotoxine Ethanesulphonate be included in the forthcoming edition because:—

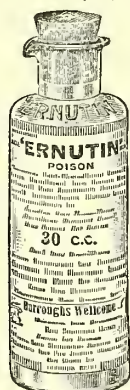
- (1) It would furnish the definition of the standard to be used in the assay by colour test;
- (2) It is a suitable salt for hypodermic use, to replace Hypodermic Injection of Ergot.



Reduced facsimile

For Hypodermic and Intramuscular Injection:

'HYPOLOID' 'ERNUTIN,' in boxes of six hermetically-sealed containers of 0.6 c.c. (approx. min. 10) of Sterile Solution, at 40/- per doz.



Reduced facsimile

For Oral Administration:

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THE CHEMIST AND DRUGGIST

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News of the Week

Inquests

An inquiry was opened in Birmingham, on January 11, concerning the death of Dr. Arthur Purvis, Bristol Road, Edgbaston, who, it was stated, was arrested, on leaving a nursing home, on a committal order for non-payment of fines and costs imposed on him on November 9 at Cheltenham, for failing to make proper entries in a register in respect of "dangerous" drugs. He collapsed at the Victoria Courts, and died shortly after admission to hospital. The inquiry was adjourned.

Contracts

The following tenders have been accepted by the bodies named:—

Ellesmere Port and District Hospital.—Mr. H. W. Wallis, chemist and druggist, Whitby Place, medicines.

Whitby Education Committee.—S. L. Smith, Ltd., chemists, druggists, etc.

Sheffield

Messrs. R. Blackburn, J. E. Crowe and C. Piper have been co-opted members of the committee of the Sheffield Branch of the R.P.U.

Mr. C. W. Hobson, chairman of the local branch of the Retail Pharmacists' Union, has been unanimously adopted as a candidate for election to the Executive. Mr. Hobson is a past-president of the Sheffield Pharmaceutical and Chemical Society, a member of the Pharmaceutical Committee and the committee of the local branch of the Pharmaceutical Society.

Miscellaneous

SPORTING EVENT.—The Ipswich Chemists' Hockey Club met the Suffolk Regiment at Bury St. Edmunds on

January 6, and were beaten. The return journey by bus was marred by delays caused by punctures and the stormy weather

THE CLAIMS OF THE PRIVATE CHEMIST.—Mr. J. B. Braid, chemist and druggist, 13 The Parade, Exmouth, has forwarded us a copy of "The Exmouth Chronicle" of January 9 containing a prominent advertisement of his pharmacy. The advertisement states that out of an estimated total of 105,000,000 prescriptions dispensed annually in this country, 100,000,000 are dispensed by private chemists.

FIRES.—Early in the morning of January 1, a passer-by noticed a fire at the shop of Mr. J. Ravenshaw, chemist and druggist, High Street, Totnes. The fire brigade was called, and the fire was extinguished before it had secured a firm hold.—The works of the Blandola Co., Ltd., manufacturing chemists, Whaley Bridge, Cheshire, were damaged by fire on January 2.—The premises of J. T. Davies (Chemists), Ltd., Temple Street, Swansea, were involved in an outbreak of fire which occurred on January 9. The efforts of the fire brigade kept the flames under control, but much damage was done before they were extinguished.

IN THE COURTS.—In Llanelly County Court, recently, James Williams, traveller, sued James H. Stevens, medicine seller, Walpole Road, London, S.W. The plaintiff said he applied to Stevens, enclosing 10s., for two bottles of medicine advertised to cure bronchitis and coughing. He received only one small bottle of the medicine, and he returned it, with a request for the refund of his money. The correspondence, in all, cost him 11d, the subject of the present claim. Judge Davies said that the defendant, having returned the money at Williams's request, had equal grounds to claim for postages. Judgment was given for the defendant.—At Marlborough Street Police Court, London, on January 9, George

Edward Williams (51), Foley Street, W.I., was charged on remand with being unlawfully in possession of morphine sulphate and cocaine hydrochloride (*C. & D.*, January 9, p. 26). He was again remanded.

"AGRICULTURAL RESEARCH IN 1930."—This annual summary of scientific and economic research work in agriculture, covering investigations conducted not only at home but abroad in so far as Colonial and foreign results are of interest to agriculturists in this country, has now been issued. (Royal Agricultural Society of England, *rs.*). In the section on "Crops and Plant-breeding" special emphasis is given to problems of grass-land, both the renovation of poor grazings and the best means of establishing new grass. In "Dairy Husbandry" there are many useful notes on research, ranging from the problem of maintaining disease-free dairy stock, and taints and flavours in milk, to such very practical questions as the value of milk as a food. The article on "Agricultural Economics" deals, amongst other things, with dairying from the production side. Dr. Crowther deals once more with "Animal Nutrition," and Sir John Russell with "Soils and Fertilisers," prefacing his article with an interesting statistical summary of the nation's requirements and supplies of food. Dr. Minett has much to say of interest to cowkeepers, flockmasters and poultrymen in his contribution on "Veterinary Science." Amongst these particular attention may be directed to the treatment of milk fever, and recent discoveries concerning lung-worms in sheep and pigs.

Scottish Notes

Brevities

"Dispensing," writes a correspondent, "has been brisk during the past fortnight."

Mr. R. S. Ramsey, chemist and druggist, has been elected bard of the Auchterderran Burns Club.

The New Year honours list contains the name of Mr. John Raffan, chemist and druggist, Stirling, who has been awarded membership of the Order of the British Empire (Civil Division).

Glasgow Corporation Magistrates' Committee has considered the closing hours for chemists, and representations made by a deputation from the Glasgow and District Branch of the Scottish Pharmaceutical Federation. It was agreed that the only action the local authority can take in the circumstances is to enforce more strictly the provisions with regard to the exhibition of notices to the effect that the shop is closed for the day except for the sale of exempted articles.

Irish Notes

Brevities

The fourth annual dance of "The Pharmaceutical Chemists and Students" will be held at the Gresham Hotel, Dublin, on January 27.

Mr. J. J. Cole, T.D., Ph.C., Nahilla Park, Cavan, has again been selected as an independent candidate at the coming Free State general election.

Mr. R. F. McCartney, Ph.C., has been returned opposed as a member of Coleraine Borough Council. Mr. John Sandford, Ph.C., has been nominated as a candidate for the North Ward, Portadown, and Mr. Robert Hastings, Ph.C., is a candidate for the Urban Council in Newcastle, co. Down.

The Free State Minister for Local Government and Public Health will receive, on or before February 2, applications from persons desirous of being appointed to be official contractors under the Local Authorities (Combined Purchasing) Act, 1925, for the period of twelve months, beginning on April 1, for the supply to local authorities of medicines, drugs, and medical and surgical appliances.

At Belfast Police Court, on January 6, the Dental Board of the United Kingdom prosecuted Samuel A. Donaghy, Lorton Street, for having on various dates

practised dentistry, he not being registered. The Court imposed a penalty of £20, with 20s. costs, to be levied by distress, and in default four months' imprisonment. Five other summonses of a similar kind against the defendant were withdrawn. Mr. Irvine, for the prosecution, said that on September 29 last this man was fined £10, and he undertook not to practise again. He never had been on the Register.

Business Changes

MR. W. H. MORTIMER, chemist and druggist, has commenced business at 119A Whitegate Drive, Blackpool.

MR. WALTER KIRKHAM, chemist and druggist, is opening a new pharmacy at 88 Broomhall Street, Sheffield.

MR. N. PACKWOOD, chemist and druggist, is opening a new pharmacy at 712 Wimborne Road, Bournemouth.

THE Haymarket, Sheffield, business of Geo. Squire, Ltd., chemists, is shortly to be removed to new premises in King Street.

DARBY & SON, chemists, have removed from 336 Central Markets, E.C.1, to Saracen's Head, Snow Hill, London, E.C.1.

MR. A. RICHARDSON, chemist and druggist, has taken over the business of L. G. Ogden, Ltd., chemists, Salem Buildings, Hebden Bridge.

MR. H. I. WELDRICK, chemist and druggist, has acquired the business of Mr. H. H. Greenfield, chemist and druggist, 41 Hall Gate, Doncaster.

THE HENRY TETLOW CO., LTD., will manufacture and distribute SwanDown preparations from their factory and offices at 61 Eagle Street, Holborn, London, W.C.1.

MR. C. W. HUTCHINSON, chemist and druggist, has acquired the business of Mr. O. Rodwell, chemist and druggist, 343 Preston Old Road, Cherry Tree, Blackburn.

THE Southernhay Pharmacy of Holman, Ham & Co., Ltd., chemists, Exeter, has been removed to 12 The Arcade; another branch will be opened on January 18 at Pinhoe Road, to be known as the Polsloe Bridge Pharmacy.

Wills

MR. WILLIAM CRESSWELL COLLEN, Hatherleigh, Aylestone Hill, Hereford, chemist and druggist, left estate of the gross value of £6,511, with net personality £6,457.

MR. HENRY GERVAISE WATSON, L.S.A., chemist and druggist, 110 Marcliffe Road, Hillsborough, Sheffield, who died on October 19 last, aged eighty-three, left estate of the gross value of £4,119, with net personality £4,078.

MR. JOHN THOMAS WARD WALLIS, 87 Connaught Road, Brookwood, Surrey, and formerly of 78 Essex Road, Islington, N., chemist and druggist, who died on July 31 last, left estate of the gross value of £5,526, with net personality £5,098.

MR. THOMAS MAWDSLEY, 12 Errwood Road, Levenshulme, Manchester, and of 4-6 Riga Street, Shudehill, Manchester, druggists' sundriesman, late managing partner of D. Mawdsley & Co., left estate of the gross value of £11,718, with net personality £11,598.

MR. EDGAR HARRY SELBY, A.R.I.B.A., The Homestead, 6 Cumberland Road, Bromley, Kent, merchant, formerly a director of John Timpson & Co., Ltd., and associated with Johnson & Johnson, surgical dressing manufacturers, New Brunswick, U.S.A., who died on September 13, aged sixty-nine, left estate of the gross value of £29,349, with net personality £25,994.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Monday, January 18

Guild of Public Pharmacists, Manchester and District Branch, Bowden's Café, 66 Oxford Road, at 8.15 p.m. Mr. F. G. Hobart (secretary of the Guild) on "Hospital Pharmacy, Past, Present and Future."

Tuesday, January 19

North London Pharmaceutical Association, The Library, Manor Gardens, Holloway Road, London, N.7, at 8.30 p.m. Lantern lecture by Mr. K. C. Clarke, M.S.R. (radiographer, Royal Northern Hospital), on "The Use and Misuse of Chemicals in X-Ray Work."

Wednesday, January 20

Guild of Public Pharmacists, 17 Bloomsbury Square, London, W.1, at 8 p.m. Lecture and demonstration on "Psychology and Modern Industry" by D. W. Harding, B.A. (National Institute of Industrial Psychology).

Birkenhead and Wirral Pharmacists' Association and Branch of the Pharmaceutical Society, Woodside Hotel, at 8.30 p.m. Meeting in the interests of the Retail Pharmacists' Union. Address by Mr. W. H. Clubb (chairman of the R.P.U. Executive).

Manchester Pharmaceutical Association, Midland Hotel at 7 p.m. Annual whist drive and dance. Tickets 10s. 6d. each.

Western (London) Pharmacists' Association, Stewart's Restaurant, 50 Old Bond Street, London, W.1, at 8.30 p.m. Mr. John Keall (treasurer of the Pharmaceutical Society) on "The R.P.U.: What it is and What it Stands for."

Thursday, January 21

Brighton and Hove Association of Pharmacy, Grand Hotel, Brighton. Annual dinner and dance. Tickets 12s. 6d. each. Reception 6.30 p.m., dinner 7 p.m.

National Association of Women Pharmacists, Suffolk Galleries, Suffolk Street, Pall Mall, London, S.W.1, at 7.45 p.m. until midnight. New Year dance. Tickets, 7s. each (including refreshments), from the secretary, Miss Hodgkinson, 12 Langside Crescent, Southgate, London, N.14.

North-East London District Pharmaceutical Association and Branch of the Pharmaceutical Society, St. John's Institute, Urswick Road, Hackney, at 3 p.m. Address by Mrs. Freke (a member of the Society's Council).

Pharmaceutical Society of Great Britain, Gloucester and District Branch, Cadena Café. Whist drive.

Friday, January 22

Pharmaceutical Society of Great Britain, North British Branch, 36 York Place, Edinburgh, at 8 p.m. Third evening meeting of the session. The following papers will be read:—"The Solubility of Iodine in Acetic Ether," by Eric Knott, Ph.C.; F.C.S.; "An African Beating Cabinet and other Exhibits from the Gold Coast Colony," by Andrew Dryburgh; "Ergotoxine Ethanesulphonate or Standardised Ergot?" by J. Rutherford Hill, Ph.C.

Topical Reflections

By Xrayser

Clever Indeed,

as political propaganda, is the manifesto issued in the form of an annual report by the Incorporated Society of Pharmacy and Drug Store Proprietors of Great Britain, Ltd. (*C. & D.*, January 9, p. 29). Crude in its style and marked by certain oddities of diction, it yet manages to misrepresent the case of the Pharmaceutical Society in a way that is not unlikely to ensure its receiving a full measure of attention from legislators, among whom it is sure to be circulated. I can foresee advantage being likely to accrue to our unqualified opponents from perusal of this manifesto by laymen. It would, in my opinion, be most unwise for those who represent us to allow this artfully conceived presentation of the pharmacists' case to hold the field without adequate reply for any prolonged period of time. Doubtless the official attitude will be to pooh-pooh it, but it will be mistaken tactics to regard it otherwise than seriously, and I would suggest that immediate steps should be taken to place in the hands of every member of the two Houses of Parliament a pithily worded document conveying a complete refutation of these charges.

Meanwhile the Council

of the Society appears to be fiddling with a number of more or less unimportant matters while this blazing brand threatens to fire the pharmaceutical Rome. Your report of its latest proceedings (p. 40) conveys the impression of a precise and orderly gathering at which the most striking subjects presented for consideration were the large number of failures at the examination in botany and a not surprising falling off in contributions to the Society's Benevolent Fund. There is also a somewhat cryptic paragraph in which reference is made to the official journal, and we are told how many shops have been visited recently by the Society's inspectors. But there is nothing about the planning of the campaign for the approaching parliamentary session, and the letter which you publish from a member of the Council (p. 47) conveys the impression that little if anything is at present being done in that direction. And yet there surely never was a time when pharmacy was in greater need of seeming to be awake, even though officially somnolent.

An Important Point

is clearly brought out by Mr. Hynes in his concise survey of the origin and history of the patent-medicine stamp duty (p. 32). I refer to his statement that the third exemption allowed by the Medicine Stamp Act of 1812 would seem to have been intended by Parliament as a statutory acknowledgment of the right of properly prepared medicines—i.e., medicines compounded and dispensed by properly qualified persons, including doctors and chemists—to exemption from the duty imposed by former Acts on quack medicines. There has never been any doubt in my mind that this is the correct explanation of the position. The intention seems to have been to exempt recognised practitioners as far as possible from the operation of the Acts when supplying medicines in the regular course of their business. This followed naturally upon the original object of putting some restraint on the practice by unqualified persons of offering quack medicines or "nostrums" for sale under the cover of letters patent. From time to time the form in which the tax was levied originally became subject to alteration, with the result that interference with the legitimate practice of doctors and chemists was threatened unless special exemption were afforded in their case. The full extent of the exemptions was not made clear until the case of *Farmer v. Glyn-Jones* was decided, and the position now is that circumstances may require us to insist with all the force at our command upon the special exemptions having been allowed for the particular benefit of properly qualified practitioners in medicine and pharmacy. Though the patent-medicine stamp is now regarded as a fiscal device for raising revenue for the State, we ought to leave nothing undone in defence of our right to exemption on professional grounds.

The Mention

of leeches by Dr. Tocher in "A New Year's Message" (*C. & D.*, Jan. 2, p. 12) reminds me that when I was apprenticed, nearly fifty years ago, we had a leech aquarium, a round glass bowl on a stand with a wire net cover, which it was my duty to clean out at regular intervals. The leeches were taken out and placed in a mortar full of water, while that in the jar was renewed. Even in those days the keeping of leeches was becoming something of a rarity in pharmacies, so we had a regular sale for them.

Legal Reports

Perpetual Injunction.—In the Chancery Division of the High Court, London, on January 12, Mr. Justice Farwell had before him a motion by the Sorbo Rubber Sponge Products, Ltd., against Frankenburg's Products, Ltd., to restrain alleged infringement of trade mark and passing off. Mr. Archer, K.C., for the plaintiffs, said that the case related to the sale by the defendants of rubber sponge goods not of plaintiffs' manufacture under their trade mark "Sorbo." The defendants consented to treat the motion as the trial of the action with the usual relief. Mr. Bray, for the defendants, said they had put tickets in their windows thinking, wrongly, that the word "Sorbo" was descriptive of rubber sponge goods. Mr. Justice Farwell said there would be a perpetual injunction by consent restraining the defendants from in any manner infringing the trade mark "Sorbo," with an order for delivery up, and the costs of the action, and an inquiry as to damages, the costs of which would be reserved.

The Construction of an Advertisement.—In the King's Bench Division of the High Court, London, on January 11 and 12, Mr. Justice Rowlatt heard the action of Mr. Francis Arthur Wood, Radlett, against Letrik, Ltd., Milton Street, E.C.2. Mr. Wood's case was that the defendants, under the terms of an advertisement published in "Coming Fashions," had guaranteed to pay him £500 if within ten days after using their electric comb his grey hair was not turned to its original colour. Mr. T. Eastham, K.C., and Mr. Robert Fortune appeared for the plaintiff; Mr. F. S. Laskey for the defendants. Mr. Eastham, in opening the case, said that the advertisement was headed: "New hair in 72 hours. Letrik Electric Comb. Great news for hair sufferers. What is *your* trouble?" and continued:—"Is it grey hair? In 10 days not a grey hair left. £500 guarantee. . . ." Mr. Wood stated in evidence that after reading the advertisement he purchased one of the defendants' combs from a chemist on March 14, 1931, and used it continuously until March 25. There was no change in the colour of his hair, so he claimed the amount guaranteed.

The defendants, who denied liability, maintained that the words of the advertisement did not mean what the plaintiff said they meant. They also maintained that a mistake had been made in omitting from the advertisement a coupon which made it clear that they were not guaranteeing the payment of £500. Mr. Laskey, for the defendants, argued that there was no contract between the parties because the thing which the plaintiff alleged was promised to him in the advertisement was impossible. Mr. John Edward Atkinson, a director of the defendant company, giving evidence, said that approximately 1,000,000 of the combs had been sold, and only four claims had been made for the £500.

JUDGMENT

Giving judgment for Mr. Wood for the £500 claimed, with costs, Mr. Justice Rowlatt pointed out that claims of such a nature had been before the Courts for many years since the Carbolite Smoke-Ball case (*C. & D.*, 1892, 11, 839). It was quite clear that there was no reason in law why a person should not say to another, "You use this article and I guarantee to you that it will have certain effects, and I contract with you that if it does not have those effects I will pay you a certain sum." Such a contract was a perfectly good contract. The Courts were familiar with such contracts being made by means of advertisements of that character. If the conditions were complied with by the user of the article, it was simply a question of the meaning of the advertisement and proof of compliance with its terms. People reading the word "guarantee" would understand that the person using that word was offering to bind himself to be responsible for the happening or continuance or existence of a certain state of facts. With regard to the £500 he had been asked to

say that that was a mere flourish. "I don't think £500 guarantee can be construed as a mere flourish," said his lordship. "It must be treated as a really serious statement."

Another question arose because it was suggested that the defendants were not really bound by the advertisement at all. The advertisement appeared to have been inserted through the instrumentality of an agency on behalf of the defendants. The bill had been sent in including the advertisement, and whether this had been paid for by the time the plaintiff used the comb or by the time he issued his writ, his lordship did not know. It appeared that there was a running account and that moneys were paid by the defendants. The account had never been repudiated, and no complaint had been made in respect of it. The defendants were bound by the advertisement. In other cases the defendants inserted a coupon which explained that they only guaranteed the £500 as fortifying the repayment of the 3s. 6d. spent in the purchase of the comb. That coupon very much limited the meaning of the words "£500." "That is perfectly futile and merely misleading. It is a trick," said Mr. Justice Rowlatt. It had been contended that there was no contract because it was impossible that the results promised in the advertisement could be achieved. The question was whether the contract was sensible having regard to present possible achievements which were well known to humanity. "I don't see why anybody should obviously think it is impossible for grey hair to take on its natural hue again," said his lordship.

Referring in detail to the advertisement, Mr. Justice Rowlatt pointed out that it contained a picture of a man named Martin, whose hair was very thin and grey, but on the tenth day the greyness had gone entirely, leaving the hair its natural brown colour. Not one comb, it was said, had failed to do everything that was claimed for it. To the ordinary man the advertisement meant, "You shall not have a grey hair left after ten days. If there is, there is £500 for you." It was also said that there was no real proof that the terms of the advertisement had ever been complied with or that the money had been earned. "I don't know that one regards an action of this kind with very great favour," added Mr. Justice Rowlatt, "but it is not my business to regard it either with favour or disfavour. After all here is a man who says, 'My hair will be turned to the colour of my boyhood, and if it is not I will get £500. I will try it. I shall be very pleased to have my hair black again, especially as I am a good-looking man.' I don't see why a man in all seriousness should not take up that attitude." It had also been urged that it was not proved Mr. Wood had used the comb properly. Mr. Wood had said that he took the comb to the office, used it every now and then when he felt inclined to use a spare moment for getting on with his cure, and that he used it in the morning and in the evening. There was no reason to believe that he did not do so. If the comb had ever made anybody's hair grow again from the roots, his lordship said he would have listened to such evidence with great pleasure, because it would have been very material on that particular point. Possibly numerous people could have come and said that the comb had made their hair grown brown again from the roots. The defendants might have called Mr. Martin, whose picture was in the advertisement, but they had not done that. According to the advertisement, Mr. Martin said the comb had done the trick. If they called such evidence his lordship would perhaps have doubted whether the plaintiff had gripped at the roots with his comb. As soon as the claim was made the obvious step for the defendants to have taken was to have asked for an appointment with the plaintiff so that they could have inspected his hair. That also was not done. "I cannot doubt that the comb failed in its operation," said Mr. Justice Rowlatt in entering judgment. A stay of execution was granted pending notice of appeal.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

GOOCH'S DISPENSING CHEMISTS, LTD. (P.C.).—Capital £500. Objects: To carry on the business of chemists and druggists, etc. R.O.: The Old House, High Street, Billingshurst, Sussex.

GELATINE AND PHOSPHATES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in gelatine of all kinds, phosphates, isinglass and glues, etc. R.O.: 701 Salisbury House, E.C.2.

RIVER CHEMICAL CO., LTD. (P.C.).—Capital £3,000. Objects: To acquire the business of a chemical dealer and fine chemical manufacturer carried on by Hilda Mary Derrick at Lion Works, Moorgate Street, Nottingham, as "River Chemical Co."

WILSON RUBBER CO., LTD. (P.C.).—Capital £5,000. Objects: To carry on business as manufacturers and merchants of rubber gloves, rubber, medical and surgical appliances, gutta percha and waterproof clothing, etc. R.O.: 85 Buckingham Avenue, Slough.

RAVENOID CELLULOSE PRODUCTS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of cellulose, lacquer, enamel, paint, oil, colour, lead and chemical manufacturers and merchants, manufacturers of and dealers in air compressors and spraying machines, etc.

F. GOODMAN & CO., LTD. (P.C.).—Capital £10,000. Objects: To acquire the business carried on by G. R. Armes at Rochester Place, Camden Road, under the style of "F. Goodman & Co." as a drysalter and manufacturer and merchant of laundry requisites, etc. R.O.: 28 Rochester Place, Camden Road, N.W.

J. W. COLE & SON, LTD. (P.C.).—Capital £500. Objects: To acquire the businesses (1) of a chemist and druggist formerly carried on by the late J. W. Cole at 248 Infirmary Road, Sheffield, as "J. W. Cole & Son," and (2) of an optician and dealer in photographic goods now carried on by D. J. Cole at 248 Infirmary Road, Sheffield.

ALBERT H. JACOBS, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in surgical, dental, electro-medical, optical and scientific apparatus, instruments, equipment, or goods, chemists' and druggists' sundries, drysalts, oil and colour merchants, toilet requisites, etc. R.O.: 147 Farringdon Road, E.C.1.

VALDOR LAUNDRY & SOAP WORKS, LTD. (P.C.).—Capital £1,000. Objects: To acquire the registered trade mark "Valdor," No. 1348, owned by C. J. A. Laurent and E. J. Delhay, and to acquire the business of soap manufacturers and laundry works, carried on by them at 5 Boulevard du Nord, Namur, Belgium. R.O.: 61 Chancery Lane, W.C.2.

BRITISH GLUES & CHEMICALS, LTD.—Owing to present trading conditions, the directors have decided not to make any payment on January 31 on account of fixed dividend on 8 per cent. cumulative participating preference shares.

Liquidations

Re The Moon Manufacturing Co., Ltd. Kelvin House, Cleveland Street, W. The statutory first meetings of the creditors and shareholders of this company (in liquidation) were held recently at the Board of Trade Offices, Carey Street, W.C., a compulsory winding-up order having been made on November 30, 1931, upon a creditors' petition. Mr. E. T. A. Phillips, official receiver, reported that the company was registered as a

private company on December 21, 1928, and was formed to carry on business as manufacturers of medical appliances, importers, exporters, merchants, dealers and agents, the principal business being the manufacture and sale of the Moon Girdle under certain patents. The nominal capital was originally £500, but was subsequently increased to £11,000, and the issued capital amounted to £5,245. The promoters were Mrs. Esther Wein and Lewis Offner, and the former was appointed governing director in March 1929. In February 1931 the company entered into a deed of covenant for the payment to Mrs. Esther Wein of royalties on a sliding scale with a minimum of £500 per annum; also to purchase certain letters patent. It appeared that those patents were the same as were originally sold to the company for £19 in shares, and from a legal point of view he (official receiver) thought the Court would hold that the second sale and the deed of covenant were not proper agreements for the company to enter into. A new board of directors was appointed in April 1931. In August 1931 the company ceased manufacturing, decided to close down, and sold the plant and machinery. In September a creditor sued the company for £52, and in default of payment he obtained judgment, and presented the petition upon which the winding-up order was made. The accounts lodged showed liabilities £3,154, assets £1,000, representing the value of the patents, and a deficiency of £7,398 with regard to contributories. A resolution was passed for Mr. Cecil Birch, C.A., to act as liquidator with a committee of inspection.

Private Arrangements

Leslie James Harper, 11 South Castle Street, Liverpool, chemist and druggist.—A meeting of the creditors was held on January 8 at the offices of the Association of Manufacturing Chemists, 2 Bixteth Street, Liverpool. Mr. Parkin S. Booth submitted a statement of affairs, which showed liabilities of £1,306 4s., made up as follows:—Trade creditors, £691 4s.; cash claims, £596; and partly secured creditors, £19. The total claims of the latter were £25, but securities to the value of £6 were held. The assets consisted of stock £475, valued at £300; and fixtures and fittings, £46, put down at £10, making a total of £310. After allowing £76 5s. for preferential claims, the net assets were £233 15s., or a deficiency of £1,072 9s. A resolution was passed in favour of a deed of assignment being executed to Mr. Booth, together with a committee. The following are creditors:—Ayrton, Saunders & Co., Ltd., £201; J. & E. Atkinson, Ltd., £10; British American Safety Razor Co., Ltd., £22; Colgate-Palmolive-Peet, Ltd., £12; Gillette Industries, Ltd., £26; D. & W. Gibbs, Ltd., £10; Harrops, Ltd., £11; Alfred Jones, £16; Nyal, Ltd., £13; New Catholic Press, £10; Potter & Moore, Ltd., £15; R. Sumner & Co., Ltd., £128; Vinolia Co., Ltd., £11; Tibo Whites Co., £10; Wigglesworth, Ltd., £45; Yardley & Co., Ltd., £10. Cash claims:—Hamilton Stewart Brown, £223; A. E. Dale, £64; Jas. Harper, £119; M. Sloan, £45; V. F. W. Dale, £12; — D'Arcy, £133.

Gazette

Bankruptcy Acts

RECEIVING ORDER

SWAN, W., 25 Altar Drive, Heaton, Bradford, and lately at Laurel Works, Hubert Street, Leeds Road, Bradford, under the style of The Laurel Chemical Co., chemical manufacturer.

RECEIVING ORDER AND ADJUDICATION

DAVIES, A. R., 53, Cross Street, Abergavenny, Monmouth, chemist and optician, trading as R. M. Williams & Co.

Retail Pharmacists' Union

District Meeting at Birmingham

A DISTRICT MEETING of the Retail Pharmacists' Union was held at the Grand Hotel, Birmingham, on January 7. There was an excellent attendance. Mr. C. V. Thompson (chairman of the Birmingham Branch) opened the proceedings with a welcome to those present, including members from several towns. He called upon Mr. J. E. French (member of the R.P.U. Executive and chairman of the Organisation Committee) to occupy the chair. Mr. French introduced Mr. G. A. Mallinson (secretary of the Union).

Mr. Mallinson's Address

Mr. Mallinson said he proposed to give a *résumé* of the year's work by the R.P.U., first in regard to reorganisation of the Executive, secondly in regard to the Pharmacy and Poisons Bill, and thirdly in the national interest. Dealing with reorganisation, Mr. Mallinson said that the electoral areas for the purpose of the election of the Executive have each been divided into three constituencies, except the Metropolitan area, which has not been divided up. Birmingham would in future be included in the constituency Staffordshire, Worcestershire, Warwickshire, Herefordshire, which is part of the Wales and West Midlands electoral area. The main result of this alteration would be a lesser tendency for the populous parts to dominate the rest of the constituency in the five areas outside the Metropolis. R.P.U. Conferences, which in the past had only been called when required, would in future meet annually—a sort of annual Parliament in which the Executive would receive their instructions from the delegates of the members they represent. The delegates would not be the chairman and secretary of each local branch as in the past, but would be elected by a postal vote triennially. The local correspondence scheme was intended as a vehicle by means of which headquarters could communicate with a large percentage of its members in a few hours, it being quite impossible with the staff at headquarters to circularise members in so short a time. Headquarters would now be prepared to finance up to four meetings a year, in the hope that this would considerably increase local activity in regard to local problems and matters of national importance. Real organisation was absolutely essential to success, and it was hoped that these changes would bring the strong backing the Union requires.

PHARMACY AND POISONS BILL

The present position in regard to the Pharmacy and Poisons Bill is that it is almost dead, although not entirely so. Not being a political or Government Bill but a departmental one, it is probable it will be reintroduced when a favourable opportunity occurs. The Government will want some assurance that when introduced it will not cause too much trouble. Of one thing the R.P.U. is certain—that pharmacists do not want the Bill. This was made known to the Executive in a decisive way by the postcard scheme of the Union. The Council of the Pharmaceutical Society is responsible in a large degree to the same electorate as the Executive of the R.P.U., and should therefore express the same opinions; but the local branches of the Society have not expressed their opinions as definitely opposed to the Bill, and in consequence there is a section of the Council who are still in favour of the Bill; it may be only a small section, but there is a danger that it may overwhelm the rest. The new privileges under the Bill (Part I) would be (1) statutory Board representation; (2) compulsory annual registration, and (3) anything up to £5 5s. annually in fees, but nothing of real use to pharmacists in business. Part II of the Bill takes something away; the Poisons Schedule of the Poisons Board cannot contain many of the substances contained in the old Part II Schedule. They must have protection in regard to Part II of the Bill. The Council of the Society should be the responsible body, but there is a

section in the Council who say we must have the Bill at all costs. The only protection chemists have, therefore, is through the Executive of the R.P.U., who stand resolutely opposed to the Bill. The Executive could have taken an anti-Bill attitude, and have been criticised for not doing so; but they did not deem it advisable. Had there been no R.P.U., in all probability the Bill would by now have become the law of the land.

OTHER TOPICS

Mr. Mallinson said he thought there was little need for justification of the Executive's action in accepting the 10 per cent. cut in National Insurance dispensing fees. In the negotiations guarantees had been obtained which they would not have had if the cuts had been forced on them by Act of Parliament. It was highly probable that the accounts for 1931 would be paid in full, including the 10 per cent. to the Government. Later in the year the position would have to be considered in readiness for the new contracts to be made next year. A list of useful formulas containing industrial methylated spirits had been compiled, and these formulas could all be used without special permission being first obtained. A further concession had recently been secured—that any of the formulas in the book can now be used as basic formulas to which anything may be added but nothing taken away. All were familiar with the recent action concerning the use of "P.F." and "P.J.F." numbers and the declaration of no proprietary right. Though the action was lost through a technical error the principle was won. The present Minister of Health has agreed not to rescind the clause in the Insurance Act dealing with free gifts. The Chamber of Trade was approached, and agreed to protest against the proposed B.B.C. talk on the co-operative societies. Eventually the item was cancelled. Evidence before the Committee on Restraint of Trade resulted in obtaining a virtual charter for price maintenance.

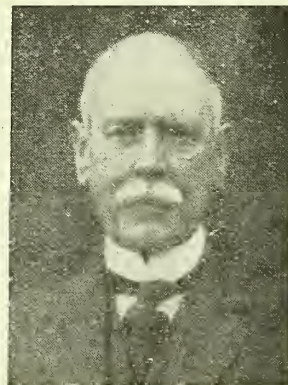
Questions were put by Messrs. Knowles, Williams, Davies, Taylor, Martin and others, to whom Mr. Mallinson replied. A hearty vote of thanks to the speaker was proposed by Mr. W. J. Izon, and carried with acclamation.

Festivities

An Interesting Presentation

A FUNCTION of more than ordinary interest took place recently at the Alexandra Hotel, Bridlington, when a presentation was made

to Mr. William James Jackson (director) on the occasion of his having completed sixty years of service with William Hay, Ltd., manufacturing chemists, Hull and London. The chair was taken by Mr. William Hay (managing director and son of the founder), who was supported by Mr. C. Herbert, M.P., Mr. William Hodgkinson and Mr. C. L. Dodds (treasurer and secretary of the testimonial fund). The chairman expressed the pleasure he felt at presiding over the meeting. He mentioned that



MR. W. J. JACKSON

the firm was first located in the 'fifties of the last century at 4 Salthouse Lane, moved from there to 4 Regent's Terrace (now part of Anlaby Road, Hull), and thence to the present site. Mr. Jackson had many qualities, one of which was his unswerving maintenance of commercial

rectitude and his complete devotion to all that concerned the vital interests of the business. The chairman also paid a graceful tribute to Mrs. Jackson. Mr. Jackson was then presented with an illuminated address, followed by gifts of solid silver tea and coffee services and silver salver, along with a scroll of subscribers. Mr. Jackson, in reply, said it was a very proud moment in his life. The presentation would be a lasting remembrance of his association with the company. Mrs. Jackson was then presented with a silver bowl as a souvenir of the occasion. The proceedings terminated with a vote of thanks to the chairman and committee.

Manchester Whist Drive

A SUCCESSFUL whist drive was held by the Guild of Public Pharmacists, Manchester and District Branch, on January 6. The prize winners were as follows:—*Ladies* (1) Miss D. Smith; (2) Miss E. Dick; (booby), Miss E. W. Stanley; (consolation), Miss D. Hughes. *Gentlemen* (1) Miss T. Helliwell (playing as gentleman); (2), Mr. W. E. Phillipson; (booby), Mrs. E. Wilkinson (playing as gentleman); (consolation), Mr. A. W. Scott; (traveling), Mr. J. Aykroyd.

New Year Dance

OVER 170 guests attended the annual New Year social and dance of the South-East Metropolitan Branch of the Pharmaceutical Society. The reception was held by the president (Capt. J. J. G. Hay, M.C.) and Mrs. Hay, M.B.E., at Woolwich Town Hall on January 7. Dancing commenced at 7 p.m. and continued until midnight. During the interval mystery packages were distributed to the company. Carnival hats and novelties enlivened the proceedings, which concluded with the singing of "Auld Lang Syne."

Staff Function

THE employees of Cussons, Sons & Co., Ltd., Kersal Vale Works, Manchester, were entertained to a social and dance at the Manchester Assembly Rooms on January 8, when the attendance was 553. Tea was partaken of at 6.15 p.m., after which the evening was spent in dancing, whist and an entertainment. Mrs. A. T. Cussons presented the prizes for the whist and spot waltz competition. After expressions of appreciation to Mr. and Mrs. A. T. Cussons for providing such an enjoyable function, the proceedings terminated at 11 p.m.

Bradford Social Evening

THE annual whist drive, supper and dance of the Bradford and District Branch of the Pharmaceutical Society took place on January 6, when there was an attendance of over 200. The function was arranged by the secretary (Mr. F. C. Wilson) and a committee, and was carried through with great success. Prizes were given by the following firms:—Brook, Parker & Co., Ltd.; Allen & Hanburys, Ltd.; S. Maw, Son & Sons, Ltd.; A. de St. Dalmas & Co., Ltd.; Coty (England), Ltd.; Hirst, Brooke & Hirst, Ltd.; Evans Sons Lescher & Webb, Ltd.; A. Bourjois et Cie, Ltd.; Goodall, Backhouse & Co.; and Mr. J. W. Staple. The winners of prizes at whist were as follows:—*Ladies*, Mrs. W. Wilson, Mrs. W. Sutcliffe and Mrs. Baxendall. *Gentlemen*, Messrs. L. Eastwood, Latham and Carter. Spot prizes for dancing were secured by Mr. Eastwood and Miss Sykes, Mr. Bowyer and Miss Burdett.

Association Meetings

Scottish Pharmaceutical Federation.—A meeting of the Executive Council of the Scottish Pharmaceutical Federation was held in Edinburgh recently, Mr. A. A. Dick, Bellshill (president) occupying the chair. Ten applications for membership were submitted and passed. Reports were given of various N.H.I. test prescription cases against members, including the results of analyses made by the Federation's analysts. An indemnity

claim had been made against a member by a person who came into the member's shop and asked if he might use his telephone, but after doing so fell through a trapdoor which an assistant had left open; claim settled for £4 4s. An indemnity claim had been made against a member by a lady who tore her coat on a hook outside the member's shop; claim settled by a small cash payment. A letter was read from a member asking, in view of the judgment recently given by Mr. Justice Rowlatt in the case of the Attorney-General v. Lewis & Burrows, Ltd., if he could sell his cough mixture labelled with a P.J.F. title and number without stamping and without adding an extra slip label containing the formula and the words "No proprietary rights are claimed in the manufacture of this preparation." The secretary's reply stating that this would be quite in order was read. A letter sent by the secretary to the Chancellor of the Exchequer was read, drawing his attention to the fact (a) that manufacturers whose preparations formerly bore a medicine stamp are now issuing these preparations unstamped; (b) that the saving effected by the manufacturers in stamp duty had not been passed on to the public nor had it been of benefit to the retailers; (c) that a great deal of revenue is being lost to the Treasury as a result of these proprietaries now being issued unstamped; and (d) that the Federation is of the opinion that the matter should be inquired into. The Chancellor of the Exchequer's acknowledgment was also read. A charge against a member under the Food and Drugs (Adulteration) Act, 1928, in respect of deficiencies in iron phosphate and calcium phosphate in prescription for syrup, ferri phosph. co., B.P.C., was referred to. A letter to the Pharmaceutical Society of Great Britain, stating that the Federation is of the opinion that the term of apprenticeship should be four years, during which at least 4,000 hours should be spent in the dispensing and compounding of medicines, and recommending the Society to make a new by-law to this effect, was read, together with a reply stating that the Council of the Society had referred the matter to the Education Committee.

Women Pharmacists.—A meeting of the Manchester and District Branch of the National Association of Women Pharmacists was held on January 6, in the Victoria University. Miss M. Robinson (president) was in the chair. Miss Phyllis Mawer read an interesting paper on *Experiences in the Opening of a New Pharmacy*. The important thing, Miss Mawer said, was to make up one's mind from the start to spare no pains in efforts to interest and attract the public. Distinctiveness and individuality were to be aimed at. It was best to seek the advice of a good shopfitter; lighting was also most important. Miss Mawer dealt with the buying of stock, choosing of label designs, and insurance of premises. In the discussion which followed the legal aspects were considered and several important questions raised. Miss Robinson, in thanking the speaker, expressed the appreciation of those present. Arrangements were made for a ramble to take place on January 31.

York.—At a meeting of York and District Chemists' Association, on January 7, Mr. John Saville in the chair, Mr. A. W. Lupton (principal of Leeds College of Pharmacy) delivered a lecture on *Colloids and Emulsions*. Mr. Lupton dealt with his subject from the viewpoint of the pharmacist in business, giving an interesting explanation of the distribution of colloidal substances in media. He mentioned also the preparation of colloidal substances, why colloidal iodine was more active than ordinary iodine, how a colloidal substance was protected and estimated, different forms of emulsions, and how the action of electricity came into the composition of colloids and emulsions. After an enjoyable lecture, a vote of thanks was proposed by Mr. T. P. Parker.

NARCOTIC DRUGS CONVENTION.—The Stationery Office has issued (price 4d.) the text of the International Convention for Limiting the Manufacture and Regulating the Distribution of Narcotic Drugs, signed at Geneva, on July 13. A full summary of the provisions of the Convention was given in *C. & D.*, September 19, p. 367.

Royal Commission on Licensing

Report on Medicines Containing Spirits

THE report of the Royal Commission on Licensing (England and Wales), appointed on September 30, 1929, has just been published (Cmd. 3988: Stationery Office, 4s. 6d.). The only part of the report that calls for quotation *in extenso* is Chapter 31 (pp. 162-166). The following is the text:—

INTRODUCTORY

There are various anomalies in the law and practice in regard to the sale of mixtures of medicine with spirits or wine.

As regards mixtures of spirits with medicine, the spirits normally play the part of a solvent for a drug or medicine which is relatively insoluble in water. Quinine, for instance, only slightly soluble in water, readily dissolves in alcohol, and an alcoholic solution offers the most convenient means of placing this important medicine on sale.

In this case and, we are advised, generally in the case of mixtures of medicine and spirits—though there are exceptions—there is no question of the mixture being capable of use for beverage purposes.

Mixtures of wine with medicine come into quite a different category. Mixtures of wine and quinine, for instance, are widely sold; but here the wine is not merely a solvent, but is used partly for its own sake as wine and partly to conceal the bitterness of the quinine and render it less unpalatable.

The possibility of using a medicated wine as a beverage depends on the extent to which the wine or the medicine predominates in the mixture. In some cases, such as ipecacuanha wine, the mixture could not conceivably be used as a beverage; but as the medicinal content diminishes, the potentialities of the mixture for such use increase until a point is reached at which the question is an open one. Beyond that point lie a very large range of proprietary fluids in which, though there are small percentages of medicine, beef extract or the like, the wine predominates. It was pointed out to us on the authority not only of the "Lancet," but of the Select Committee* of the House of Commons which inquired into the matter in 1914, that the quantities of nutritive matter contained in many of these beverages is negligible. Also, their alcoholic content is very great, many containing between 16 per cent. and 20 per cent. of absolute alcohol—roughly the amount contained in port. These fluids, therefore, often widely advertised and very generally regarded as being medicinal in character, are, for all practical purposes, wines.

POSITION IN REGARD TO LICENSING LAW

The present licensing law provides an exemption from the necessity of a justices' licence in respect of the sale of medicated spirits or spirits made up in medicine and sold by medical practitioners, chemists and druggists.† The distinction between "medicated spirits" and "spirits made up in medicine" is somewhat obscure, but it appears that, in the case of the former, the exemption covers any vendor and, in the case of the latter, medical practitioners, etc., only.

No similar exemption is provided for the sale of medicated wines. Medicated wines may not, therefore, so far as licensing law is concerned, be sold without a justices' licence.

POSITION IN REGARD TO REVENUE LAW

Revenue law provides no exemption from the need for an excise licence for the sale either of medicated spirits or of medicated wines. An excise licence—i.e., the

appropriate retailer's spirits or wine off-licence—is therefore, strictly speaking, required for either sort of sale.

Such an excise licence covering the sale of medicated spirits by no matter whom, or spirits made up in medicine by chemists, etc., could, in virtue of the exemption referred to . . . above, be issued without a justices' licence,‡ but no licence covering a sale of medicated wines can be issued without a justices' licence.‡

ADMINISTRATIVE PRACTICE

(a) Medicated Spirits

As noted above, any vendor of medicated spirits ought, strictly, to take out a spirit retailer's excise licence, though he can do so without obtaining a justices' licence. In practice the Board of Customs do not always insist upon the requirement of an excise licence, but permit sales without an excise licence if the substance sold has been found, to the satisfaction of the Government Chemist, to be genuinely medicinal, and if directions as to dosage are placed upon the container.

(b) Medicated Wines

A vendor of medicated wines requires to obtain a justices' off-licence and also an excise licence. The enforcement of the first requirement rests with the police, who may prosecute if sales are carried on without a justices' licence. The enforcement of the second requirement rests with the Board of Customs and Excise; but, by administrative discretion, as in the case of medicated spirits, they take no action if the substance sold has been found to be sufficiently medicated and if directions as to dosage, etc., are placed upon the container. The acquiescence of the Board in sales under such conditions does not, however, preclude the police from prosecuting the vendor for the conduct of sales without a justices' licence, and in one notable case§ at least the result has been that the police have undertaken a successful prosecution in respect of the sale without a justices' licence of a preparation which the Board of Customs and Excise have administratively exempted from the requirement of an excise licence.

RECOMMENDATIONS

The position as regards medicated spirits and as regards medicated wines is, therefore, different, and we shall treat them separately. In respect to both it is, however, clear that licensing law and excise law ought to be brought into harmony.

(i) Medicated Spirits

As we have stated, a somewhat obscure distinction is drawn in licensing law between medicated spirits and spirits made up in medicine. We are not sure whether this distinction is valid or serves any purpose, and suggest that the phrase "medicines containing spirits" should be substituted.

We can see no objection to the sale by duly qualified chemists or medical practitioners of medicines containing spirits, and we suggest that such sales should continue to be exempt from the requirement of a justices' licence and that a corresponding exemption should be provided in revenue law.

This would, however, hardly go far enough. There are, we are advised, many outlying districts, small villages and the like, where in the absence of any chemists' shops it is almost a necessity that certain medicines containing spirits which are in frequent

† Licensing (Consolidation) Act, 1910, section 111 (2) (h).

‡ For present purposes we ignore the class of establishment known as the "bottle shop." An excise licence for wines or spirits can . . . be issued in respect of such establishments without a corresponding justices' licence.

§ Sharp v. Sparks, 1926, Br. Tr. Rev. 393.

* Select Committee on Patent Medicines, 1914, H.C. Paper No. 414.

demand, e.g., ammoniated tincture of quinine, should be obtainable in the local general shop. We think that a more limited exemption covering only those mixtures which are deemed sufficiently medicated to be unfit for any beverage purpose would be suitable in such cases. Medicated spirits so sold should be labelled with directions as to dosage (following the present requirement of the Board of Customs and Excise . . .) We shall in discussing medicated wines indicate how best a standard of medication could be established.

(ii) Medicated Wines

The question of medicated wines is more important, since, as already noted, this class of article is potentially more capable of use as a beverage.

It appears to us that a line can be drawn between those varieties which are medicines rather than wines and those which are wines rather than medicines. Such a line has in practice been drawn by the Board of Customs and Excise in the past. It is, we think, desirable that wines which can pass the test should be saleable without the requirement of a justices' licence or of an excise licence and that appropriate exemptions should be provided both in licensing and in revenue law. As in the case of medicated spirits, labelling with directions as to dosage should be prescribed. Those wines which cannot pass the test should be regarded as—what for all practical purposes they are—intoxicating liquors, and should be saleable only subject to the same conditions as other intoxicating liquors; and it should be an offence for any person selling them to describe them as "medicated."

Our proposals in regard to medicines containing spirits when sold other than by chemists and in regard to medicated wines generally demand the establishment of a test of medication. We think it essential that the test applied for licensing law and for revenue law should be identical.

We considered the possibility that, in the case of wines, inclusion in the British Pharmacopœia might be the test of medication, but at least one wine which is certainly not medicated appears in that work, and other wines which are clearly medicated do not.

We suggest that it should be entrusted jointly to the Secretary of State and the Board of Customs and Excise or, on its appointment, the National Commission, to draw up and revise from time to time a list of spirits or wines which are sufficiently medicated to be incapable of use other than as a medicine or for medicinal purposes. The authority in question would, no doubt, take the advice of the Government Chemist, who has hitherto advised the Board of Customs and Excise in the matter.

A matter which touches the questions dealt with in this chapter—the use of unsigned medical testimonials—is discussed in the chapter on liquor advertisements.

[The paragraph referred to reads:—With regard to the use of anonymous medical testimonials, we observe that the Select Committee on Patent Medicines (1914) included in their recommendations a proposal that it should be made illegal "to publish a recommendation of a secret remedy by a medical practitioner unless his or her full name, qualification and address be given." A similar prohibition should be applied to every published recommendation of any kind of intoxicating liquor by a medical practitioner unless his or her full name, qualification and address be given with and as part of the testimonial.]

Certain other minor questions, which raise somewhat similar issues, need to be noticed.

SALE OF REFINED ALCOHOL FOR MEDICAL PURPOSES

There is a certain demand for small quantities of refined spirits of wine, i.e., absolute alcohol, for medical and scientific purposes. Sales of this commodity, in the absence of any special provision, require the authority of a justices' licence and an excise licence; but, by administrative discretion, the Board of Customs and Excise has acquiesced in sales of alcohol by chemists, for the purposes mentioned, in quantities not exceeding five ounces. We see no objection to this provided that the article is *bona fide* required for a medical or scientific purpose; as to this, the responsibility would rest upon the chemist, who might be required to keep a suit-

able day book. We recommend that suitable exemptions regularising the practice should be inserted in licensing and revenue law.

We understand, too, that quantities exceeding five ounces are sometimes urgently required in connection with serious illness. We see no objection to sales in larger quantities upon a doctor's prescription. The maximum quantity the supply of which ought to be so allowed—say, ten ounces or more—might be settled in consultation with high medical authority.

PERFUMERY AND FLAVOURING ESSENCES

Perfumery and flavouring essences contain alcohol, and are, technically speaking, intoxicating liquor. It has been the custom, however, not to require vendors to hold the necessary licences. This is manifestly reasonable and should, we think, be regularised by the insertion of suitable exemptions in licensing and revenue law.

FRUITS PRESERVED IN SPIRITS, ETC.

Fruits preserved in spirits, too, come within the meaning of intoxicating liquor, and their sale requires the necessary licences. They differ both in character and use from the commodities just mentioned, and we doubt whether an exemption is called for in their case. A subsidiary question arises from the fact that the alcohol contained in the normal bottle of fruits in spirits is less than the minimum quantity** which may be sold under a retail off-licence. We think there is a case for allowing the sale of *bona fide* fruits in spirit in smaller units. A similar modification of the minimum quantity of liqueur chocolates which may be sold at any one time appears to be called for.

"Sweet Lavender"

By Fred Miller, Ph.C.

THERE is a steady demand for medicinal plants at present, taking lavender as an example. Thousands of pounds sterling are earned yearly by its cultivation, not alone for medical use, but for table decoration. Passing through the Mitcham farms a short time ago on my way to Littlehampton I was surprised to see the number of workers engaged in collecting the plant for exportation. The carriage windows being open, the air was delightfully refreshing. During the run of the play "Sweet Lavender" in London and elsewhere a considerable sum was spent to perfume the theatres with lavender, and even the programmes were saturated with its odour. The manner in which programmes are treated may be of interest; they are laid in flat dishes full of silver sand which has been saturated with oil of lavender, and the perfume never leaves them. In London the lavender vendors hawk this fragrant herb, brought from quiet green places where the silence is broken only by the hum of bees:—

"From ragged lanes of wild flowers
To ragged London slums,
With a basket full of lavender,
A purple dream he comes."

In her delightful book "Cranford," Mrs. Gaskell speaks of "the little bundles of lavender flowers sent to strew the drawers of some town-dweller, or to burn in the room of some invalid." From the days of ancient Rome lavender has been associated with all things clean and of good repute. The Romans used it to perfume their baths. The quaint old Izaak Walton, author of the "Compleat Angler," says that a whiff of lavender will sometimes recall "an honest ale-house, where we find a cleanly room, lavender in the window. . . . I tell you, it's both cleanly and handsome." The poet Spenser mentions seeing it growing in his garden at Youghal, co. Cork.

** One quart, which we have elsewhere proposed should be reduced to one pint.

Personalities

MR. W. E. JACKSON, lozenge manufacturer, has been returned unopposed as a member of the Crediton Urban Council.

MR. ALFRED HORNBY, chemist and druggist, St. Leonards, Hastings, is suffering from a fractured collarbone and injuries to the wrist as the result of an accident on January 7.

MR. ERNEST E. SMITH, chemist and druggist, has been presented with the medal of the Imperial Service Order for faithful service. Mr. Smith was till last year a member of H.M. Prison Service.

MR. H. W. GREENWOOD, chemist and druggist, Northam, the founder-president of the Northam and Westward Ho Chamber of Commerce, together with the present president, has presented the Chamber with an enamel and gold medallion to be worn as an official badge. Mr. Greenwood held office as president for three years.

CERTIFICATES OF NATURALISATION have been granted to F. N. Jaboor, medical practitioner, The Red Gables, Wooler, Northumberland; H. Kamerasse (or Henry Camrass), physician, 96 South Portland Street, Glasgow; A. A. N. Madwar, general medical practitioner, 46 The Broadway, Sheerness; M. D. Sandoz, medical practitioner, 571 Fox Hollies Road, Hall Green, Birmingham; G. Scherels (known as George Shearls), chemist, 1 Leadale Road, Stamford Hill, London; M. S. Schwam (known as Max Links), chemist, 20 Carmichael Place, Glasgow; E. Yonace, medical practitioner, 45 Abbotsford Place, Glasgow.

Marriages

BRAUND—BIRD.—At All Saints' Church, Portland, on January 2, Thomas Braund, chemist and druggist, to Ethel Bird.

LITT—COOK.—At All Saints' Church, Cockermouth, on January 2, L. M. Litt, chemist and druggist, Aspatria, Carlisle, to Elizabeth Cook.

NIELD—KERSHAW.—At St. Paul's Church, Marton, Blackpool, on January 9, John Nield to Adela, younger daughter of Mr. F. B. Kershaw, chemist and druggist.

Deaths

ASPLAND.—At Thetford, Norfolk, on January 5, Councillor Isaac Bennington Aspland, Mayor of the borough. Mr. Aspland went to Thetford twenty-nine years ago as assistant to Mr. R. J. Marshallsay, chemist and druggist. He subsequently became managing director of the Eastern Counties Drug Co., Ltd., a business eventually acquired by Mr. H. J. Bromhall, chemist and druggist. Mr. Aspland was manager of the Thetford Labour Exchange, captain of the fire brigade and a member of other local institutions. He obtained a seat on the Town Council in 1919, and was elected Mayor in 1930.

CRERAR.—At Glasgow, on December 29, 1931, Mr. John McCulloch Crerar, chemist and druggist, aged thirty-six.

FIRTH.—At 163 Dewsbury Road, Leeds, on January 4, Mr. Norman Victor Firth, chemist and druggist, aged forty-two.

LOVELAND.—On December 31, 1931, Mr. Sam Loveland, for sixty-three years in the service of Meggeson & Co., Ltd., medicated lozenge manufacturers, New Church Street, Bermondsey, London, S.E.16. For many years

past "Sam" has been an "institution" with Messrs. Meggeson. As a boy of thirteen he went to the firm (then carrying on business at 147 Cannon Street, E.C.4), on October 3, 1868. During the closing years of the nineteenth century Meggesons had already a large trade with South America. Consignments of several tons of lozenges were frequently sent, and as foreman of the packing department "Sam" was responsible for the dispatch of these. When he retired from work a few months ago, the directors of Meggeson & Co., Ltd., awarded him a long-service pension, and they regret that his period of enjoyment of it has been so short.

RICHARDS.—On January 10, after a brief illness, Mr. Frederick Johnson Richards, chemist and druggist, Hall Green, Birmingham, aged seventy-seven. Mr. Richards was dispenser at the Birmingham General Dispensary for a period of thirty-eight years.

SHEPPERD.—Recently, Mr. William John Shepperd, chemist and druggist, 94 Boutport Street, Barnstaple, aged sixty-eight. Mr. Shepperd was in business at Barnstaple for twenty-nine years, succeeding Mr. J. J. Tremere, chemist and druggist. He had travelled extensively on the Continent, and was a member of the Devonshire Association. He is survived by a widow.

TUNNICLIFFE.—At Dudley, Worcestershire, on December 21, 1931, Mr. Algernon Walter Tunncliffe, chemist and druggist, aged thirty-five. Mr. Tunncliffe had been in business in Birmingham for some years. During the war he served as a lieutenant in the Royal Air Force.

Trade Notes

HYDROGEN PEROXIDE.—The attractive manner in which Hirst, Brooke & Hirst, Ltd., manufacturing chemists, Millgarth Mills, Leeds, are packing hydrogen peroxide is shown in the accompanying illustration. Screw stoppered amber bottles (4 oz. and 8 oz.) are used, and full directions for use are given on the label. Each bottle is wrapped in transparent tissue.

OPTICAL prescription work is the subject of an advertisement in this issue by P. Oliver Goldsmith, 60 Poland Street, London, W.1.

SHOPFITTING.—E. Pollard & Co., Ltd., St. John Street, London, E.C.1, offer to send a copy of "The Modern Shop" to any chemist who sends in the coupon appearing in the company's advertisement in this issue.

W. COATES HILL, LTD., 90 Bishopsgate, London, E.C.2, invite inquiries for sponges and chamois leathers.

INEXPENSIVE moulded hot water bottles (11 in. by 7 in.) are being offered by Arthur Berton, Ltd., 256 Old Street, London, E.C.1.

ASPRO.—Gollin & Co., Proprietary, Ltd., Slough, suggest that chemists allot prominent positions in their displays to Aspro and so reap the full benefit of the company's anti-flu' advertising.

THE BRITISH DRUG HOUSES, LTD., manufacturing chemists, Graham Street, City Road, London, N.1, offer to every chemist a copy of a brochure on the B.D.H. vitamin products, Avoleum, Radiostol, Radiostoleum and Radio-Malt.

SUNBREZE FOOT FOAM.—Thomas Christy & Co., 4 Old Swan Lane, London, E.C.4, elsewhere in this issue give some interesting details of a new line which is shortly to be introduced to the public. It will be seen that there is to be a competition for the public with a prize for the retailer supplying the winning competitor. Bonus parcels are available.



DOG MEDICINES.—Bob Martin, Ltd., Southport, are offering an inexpensive display parcel which contains supplies of all their dog medicines in the proportion which experience has shown to be ideally suited to demand. Ample artistic advertising material is available on application.

EVANS SONS LESCHER & WEBB, LTD., 56 Hanover Street, Liverpool, have recently reduced the wholesale and retail prices of their Ionets brand of iodised menthol pastilles. The composition of this preparation is such that it should be an excellent remedy for sore throat and catarrh, which complaints are so much

in evidence at the present time.

MOSTELLE, a non-alcoholic grape juice imported from Spain by John Bell & Croyden (Savory & Moore, Ltd.), 50 Wigmore Street, London, W.1, is stated to be an excellent tonic, digestive and restorative. There are two varieties—red and golden, the flavour being described as delicious and fruity.

BEMAX BONUS.—Fassett & Johnson, Ltd., 86 Clerkenwell Road, London, E.C.1, announce the introduction of Bemax vitamin chocolate, and to assist chemists in stocking it a special bonus offer is being made until February 7 in connection with Bemax. Details and a special order form are given in the company's advertisement.

JOHNSON & SONS, MANUFACTURING CHEMISTS, LTD., Hendon Way, Hendon, London, N.W.4, inform us that the number of amateur photographers who took part in the recently concluded toning competition has encouraged them to make arrangements for further events on the same lines for next autumn. Over 90 per cent. of the entries were enlargements, and the most favoured tone was sepia, followed closely by blue. Other tones used were the red and green, and in a few instances the artist succeeded in getting two tones, such as sepia over a part of the picture, and blue or green over the remainder. The closing date of the flashlight competition, which the company is now conducting, is February 29.

EGG PRESERVATIVE.—Sozol (1924), Ltd., 20 Copthall Avenue, London, E.C.2, have drawn our attention to some of the advantages claimed for their method of egg preserving by means of Oteg. This preparation is a liquid which is supplied in tins ready for use, the eggs being simply dipped in it and allowed to dry for half an hour before being removed in basket or box to the place of storage. It is stated that an egg preserved in this manner is in every way comparable with its state when the Oteg was originally applied, and that it will whip, froth and poach exactly as a fresh one. The advantages of Oteg seem to be of particular importance where large quantities of eggs are stored, as there is no preliminary solution to be made; they can be treated at the rate of 1,000 per hour; storage and transport is facilitated.

VINOLIA CO., LTD., Bebbington, Cheshire, are no longer supplying their Medicated Cream in the stamped package, and the price has been correspondingly reduced. As the public will not be acquainted with the alteration until they actually receive supplies, the company suggest that chemists arrange to sell the old stock first. Another important change which Messrs. Vinolia announce is in regard to their Hair Fixative. They are about to discontinue the manufacture of the original green product because of repeated demands for a preparation without any added colour, occasional complaints of fading and the present difficulty in obtaining stable and satisfactory tints. Chemists who would like to replenish stocks of the original green product should order at once and definitely specify "green," otherwise white will be supplied.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1932, p. 339.

(From "The Trade Marks Journal," December 30, 1931.)

- "ERATS"; for perfumery, etc. (48). By Parfumerie Houbigant Société Anonyme, 19 Rue du Faubourg St. Honoré, Paris. 525,379.
- "ELNAHAR"; for all goods (48). By E. J. Liebmann, 8 Great Marlborough Street, London, W.1. 527,431.
- "KEMDENT"; for mouth washes and dentifrices (48). By Associated Products, Ltd., 31A Denmark Road, West Ealing, W.13. 527,516. (Associated.)

(From "The Trade Marks Journal," January 6, 1932.)

- "ANRYSOL" for disinfectants (2). By A. G. Belfrage, 15 The Drive, Tonbridge, Kent. 527,229.
- "LUTZYM"; for chemicals (2) and for medicinal chemicals (3). By A. Karreth, Zielstattstrasse 9, Munich 25, Bavaria. 527,535/536. (Associated.)
- "RATIFIX"; for vermin-destroying preparations (2). By D. Allhusen, Pinhay, Lyme Regis. 527,716.
- "FLUEXE"; for chemicals (2). By Myers & Walmsley, Dolphin Place, Ardwick, Manchester. 525,185.
- "BACTICIDE"; for chemicals (2). By The Strawson Chemical Co., Ltd., 79 Queen Victoria Street, London, E.C.4. 527,726.
- "ZOPAD"; for sanitary chemicals (2). By Thornton & Ross, Ltd., Colne Vale Road, Milnsbridge, Huddersfield. 527,791.
- "No. 4711" with device including bell; for cold cream (3). By P. P. Mühlens, Glockengasse 26, Cologne, Germany. 519,587. (Associated.)
- "H A G" on device of circle in square; for caffeine and caffeine preparations (3). By Kaffee-Handels-A.G., Grosserauerstrasse, Bremen-Holzhausen, Germany. 523,146.
- "RHEU-TOX"; for a saline preparation for rheumatism, etc. (3). By Wood & Co., 54 Lower Sloane Street, London, S.W.1. 526,408.
- "CYSTOLAO"; for a preparation for use in x-ray examinations (3). By The Wellcome Foundation, Ltd., 67 Holborn Viaduct, London, E.C.1. 526,622.
- "ANADIN"; for an analgesic medicine (3). By W. R. Wales, 37 Cromer Road, Tooting, S.W.17. 526,941.
- "RADIGAM"; for radium impregnated appliances for rheumatism (3). By The Radiopathic Institute, Ltd., 125 130 Strand, London, W.C.2. 527,474.
- "SAL DE FRUCTA FRUIT SALT," etc., on label device of grapes and including word "ENO"; for a saline preparation (3). By J. C. Eno, Ltd., 160 Piccadilly, London, W.1. 526,943. (Associated.)
- "ERUGON"; for a medicinal preparation of hormones (3). By Bayer Products, Ltd., 31-34 Basinghall Street, London, E.C.2. 525,280.
- "VIOFEX"; for food substances (42). By Nestlé and Anglo-Swiss Condensed Milk Co., Cham and Vevey, Switzerland. 527,523. (Associated.)
- "CHARM OF YOUTH SERIES" on cup-shaped device bearing human head; for hair preparations (48). By Cupal, Ltd., King Street Bridge, Blackburn. B526,161.
- "DESERT CHARM"; for perfume (48). By R. H. Cripps, 56 Gresham Street, London, E.C.2. 527,213.

(From "The Trade Marks Journal," January 13, 1932.)

- "SPINSTERINE"; for veterinary chemicals (2). By W. Salberg and Major C. E. W. Beddoes, 1A Beauchamp Place, London, S.W.3. 527,209.
- "RHEUMMAIRE"; for an ointment for rheumatism, etc. (3). By W. Robertson and H. Adams, 22 Montgomerie Street, Girvan, Ayrshire. 526,423.
- "VAROK"; for medicated tonic tablets (3). By The Polienta Co., 97 & 99 Oxford Road, Reading. 527,032.
- "BOWOGEN"; for medicines for coughs, etc. (3). By Bowerman Cash Chemists, Ltd., 106 Longbridge Road, Becontree, Essex. 526,657.
- "GERMOINT"; for all goods (3). By Veno Drug Co. (1925), Ltd., Chester Road, Manchester, S.W. 527,275.



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Information Department

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

N/61. Ansco hypodermic needles	D/11. Shelvin corn ointment
V/111. Carbolac	D/61. Star shaving brushes
M/131. Germoplast	M/91. Veld. Electric 'b'etic treatment
S/71. Imperial peroxide tooth paste	M/131. Vestagen
M/131. Marlborough h.w. bottle	B/131. Zylex ointment

THE CHEMIST AND DRUGGIST

VOL. CXVI JANUARY 16, 1932 NO. 2710

Preparing for Eventualities

IN an extremely brief statement issued after the meeting of the Council of the Pharmaceutical Society last week we were informed that the Council discussed the present position of the Pharmacy and Poisons Bill and the Society's future policy. This had occurred in the absence of reporters, and, all information concerning the discussion being withheld from us, it follows that we are left in a state of unrelieved ignorance as to what the future policy of the Society may be. Meanwhile we were able to regale our readers last week (p. 29) with entertaining yet serious excerpts from Mr. Huntrods's latest pronouncement as secretary of the Incorporated Society of Pharmacy and Drug Store Proprietors of Great Britain, Ltd. In his account of the progress of the Pharmacy and Poisons Bill, Mr. Huntrods cleverly stresses the efforts of the Pharmaceutical Society to secure amendment of the measure, in such a way as to impress lay readers with the apparent unfairness of the chemists' representatives in claiming quite legitimate and not unreasonable reforms. He grotesquely parodies the Society's arguments, makes much of alleged attempts to secure a monopoly, and indulges in special pleading in favour of retention of the use of the word "pharmacy" as a place-name by unqualified persons. We expect to hear that Mr. Huntrods's effusion is nothing but a travesty, too inaccurate to merit serious attention; but we are not so sure of the wisdom of ignoring it, especially in view of the apparent lack of enterprise being displayed by those supposed to be in charge of the interests of chemists and druggists. Nothing has been communicated to us regarding any steps likely to be taken by the Council of the Pharmaceutical Society in the immediate future, and it would not, in the circumstances, greatly surprise us to learn that no arrangements have yet been made for taking any steps of importance.

A Weak Policy

Waiting upon opportunity seems to be the policy of the moment, assenting to the principles of the Pharmacy and Poisons Bill while prepared tentatively to oppose it at the behest of other representative bodies, and hoping either for a belated surrender by the Home Office in the direction of definitely excluding medicinal poisons from Part II of the proposed List of Poisons, or for a decision by the Government to pass the Bill into law without further amendment or delay. And here we are reminded that there appears to be a growing demand for the preparation of a new Pharmacy Bill, to include provisions left out of the Government measure and having little or no reference to the supply of poisons as part of the chemist's business. Much can be said in favour of such proposals, but we

feel disposed to suggest that the time for introducing a separate and independent Pharmacy Bill into Parliament is not yet. There ought to have been a comprehensive measure of this kind in existence long ago; but the Council of the Pharmaceutical Society has been neglectful of its duty in this respect, or it might have had a suitable Bill waiting to be considered during the committee stage in the House of Commons simultaneously with consideration of the Government Bill. No such prospect suggests itself as likely to-day, and it is improbable that any independent Pharmacy Bill presented this session would be allowed to pass the second reading stage in the House of Commons, let alone reach the committee stage.

A Constructive Policy

But that does not furnish an adequate reason, why British pharmacists should not have in course of preparation a list of reforms and changes they consider necessary or desirable for the proper development of pharmacy on satisfactory lines. Instead of including such items in a draft Pharmacy Bill, why should they not be clearly set out in a programme or list of things wanted for the proper development of pharmacy, this list to include for the time being any points of value embodied in the Pharmacy and Poisons Bill? We shall welcome communications on the subject, with suggestions for items to be included in the programme of reforms.

The Gill

WE learn from a Press cutting that the "Manchester Dispatch" has had in its correspondence columns a discussion on the capacity of the gill. One correspondent writes:—

"In nearly thirty years' experience as a chemist in pharmacies throughout England I have not encountered the chemist who had any use for the gill. . . . The only people I have seen using the quarter-pint gill have been farmers when selling cream; but the custom varies even in different parts of the same county, as may be seen in Lancashire. Everywhere in England, however, it seems the gill of milk is half a pint."

But a farmer to whom we propounded the matter assured us that in his district the half-pint gill was unknown. The variation of the word as a measure of capacity, disclosed by Wright's *Dialect Dictionary*, is curious. (Of uncertain etymology, it is found, according to the O.E.D., as early as 1275.) Francis Grose's *Provincial Glossary* (the 1787 edition) gives gill, with the alternative spelling jill, as the equivalent of a pint in Yorkshire, where the half-pint, according to the same authority, was then known as a jack. In 1810, "The Monthly Magazine" (vol. 29, p. 437), in a list of words used in Cornwall and Devonshire, stated that the Devon meaning of a gill was a quart. Robinson's "Glossary of Words used in the Neighbourhood of Whitby" ("Notes and Queries," January 17, 1880, p. 57), has half a pint for the gill, and a quarer of a pint for the jack. The question is of some practical importance to a chemist taking a business in a distant part of the country, as his new customers may know a different gill from the one to which, though an unofficial measure, he has been accustomed. Old provincial habits die slowly.

INCOME-TAX MANUAL.—The only guide to the new rates of income tax that we have seen is "Income Tax and the Business Man," by K. Adlard Coles (Crosby Lockwood & Son, Stationers' Hall Court, London, E.C.4, 2s. 6d.). The intricacies of the subject are clearly set forth, and the book has an index.

Pharmaceutical Society of Great Britain

Evening Meeting in London

THE January evening meeting of the Pharmaceutical Society, held at 17 Bloomsbury Square, London, W.C.1, on January 12, took the form of a lecture on "Perfumes," by Mr. W. Deacon (member of the Society's Council). The president (Mr. A. R. Melhuish), occupied the chair, and among those present were Mrs. Freke, Messrs. Hines (vice-president), Jenkin, Peck, Marns, F. G. Wells, T. Morley Taylor, and Professor H. G. Greenish.

The Romance of Perfumes

Mr. DEACON said the knowledge of perfumes and the art of perfumery were of high antiquity. Vessels for containing perfumes and perfumed preparations belonging to periods of Assyrian and Babylonian history, 5,000 or 6,000 years ago, were to be found in the British Museum and similar collections; and in all ages predilection for, and the use of, fragrant substances for sacerdotal and toilet purposes had been general in every stage of civilisation. So voluminous was the literature on the subject, indeed, that one author of a standard work on it opened with the announcement, "In the beginning perfumes." Recent archaeological research in Egypt had made notable additions to our knowledge of the vogue of perfumes among the peoples of the Nile Valley, and Oriental literature in poetry and prose bore witness to the great store set upon scents and scented materials. Incense in one form or another was an ingredient in many magical and religious rites. The ancients believed that the gods relished or were propitiated by a sweet-smelling savour, although in some cults it was that of burning flesh. Other perfumes were inhaled by human beings because of their presumed vision-inducing or stimulating effect on the nervous system, and on the assumption that one smell, whether grateful or disgusting, drove out another, there was a widespread belief in the power of aromatic bodies to avert or expel infection. Hence the habit of carrying pomanders, vinaigrettes, and scented waters, and the bouquet of sanative herbs which was placed on the bench of the Assize Court, which the judge sniffed from time to time to protect himself from gaol fever; it was on record that Cardinal Wolsey was accustomed to bear about with him a vinaigrette to ward off infection from the press of suitors who followed him around on public occasions.

SCENT AND REMEMBRANCE

The sense of smell was much less acute in man than in many sub-human animals, but sensory impressions through this channel were often vivid and persistent, and there were many examples of the associative action of an agreeable or disagreeable odour in recalling former scenes and experiences; a whiff of culinary spices in a cooked dish, or the scent of a flower, would intensely revive in consciousness images of people and places not so readily evoked by any other form of reminiscence. This scientific fact was well expressed in Kipling's memorable line: "Scents are surer than sounds or sights to make the heart-strings crack." There were also some striking examples of the power of perfumes to quicken thought or feeling. Mme Dorley, a Belgian prima donna, chose and must have a different scent for each rôle in which she sang, and Schiller, the German poet and dramatist, made a practice of working in an atmosphere surcharged with the fruity smell of apples, lacking which he could toil only as a weary Titan.

Idiosyncrasy, of course, had its place in these personal preferences. One man's or woman's perfume was abomination to another. As a rule, men were less partial to perfumes than women, but there were exceptions. Nero had a positive craze for scents, as also had Napoleon, a native of Corsica, "The Scented Isle," of which,

during his last illness on St. Helena, he said wistfully: "By the odour alone I recall Corsica, even with my eyes closed." Shakespeare's plays and poems abounded in references to scented flowers and perfumes. It had become the fashion to use the ideas or terms of one type of sensory impressions to describe those of another order. Thus, taking the analogy of sound, it had been suggested that there was something akin to an odoriferous octave, e.g., almond, clematis, heliotrope and vanilla struck the same note, lemon, verbena and citron a higher one, and so on. Almost all descriptions of the properties of natural bodies were comparative. Abstract terms, such as "sweetness" and "fragrance," merely recalled a sensation, but could not make it comprehensible to anyone who had not experienced the sensation itself. Accordingly, to describe odours, unless when *sui generis*, was a tacit admission of ignorance; comparisons had to be made with familiar objects or properties, as in the following quotation from a standard work on perfumes: "The odour of the one recalls the coconut, whilst the other is suggestive of hawthorn." Of the acacia blossom it was said that its fragrance closely resembled a blend of orange flower and violet, with a trace of coumarin, and the perfume cyclamen was stated to match a blend of lilac and violet, with a touch of hyacinth. Havelock Ellis, who had accumulated a large body of statistical and other data on the subject, reached the conclusion that the sense of smell was much more acute and discriminating in the human male than in the female. Apparently this was known early in the present era, for the austere St. Clement of Alexandria, making a grudging concession to human weakness by allowing a moderate use of scents, autocritically added, "Let a few unguents be selected by a woman, such as will not be overpowering to her husband."

The lecture was admirably illustrated by lantern slides, in attractive colours, of districts in various parts of the world whence perfumes are derived, flower farms and interiors of a perfume factory, showing methods by which floral essences are extracted.

At the close a vote of thanks to Mr. Deacon was proposed by Professor GREENISH, seconded by Mr. NORMAN EVERS, and carried with acclamation.

Examination Results

THE following are the results of the examinations held in London during January:—

	No.	PRELIMINARY SCIENTIFIC				CHEMIST AND DRUGGIST QUALIFYING			
		Absent	Failed	Referred	Passed	Absent	Failed	Referred	Passed
Entered for Prelim. Sc. exam. ...	165	8	87	34	36	—	—	—	—
Referred subject in Prelim. Sc. exam. ...	104	1	—	56	47	—	—	—	—
Entered for C. and D. exam. ...	101	—	—	—	—	7	42	22	30
Referred subject in C. and D. exam. ...	67	—	—	—	—	1	—	24	42
	437	9	87	90	83	8	42	46	72

Referred in one subject:—Botany, 71; chemistry, 8; physics, 11; pharmacognosy, 4; pharmacy, 11; pharmaceutical chemistry, 31; total, 136.

CHEMIST AND DRUGGIST QUALIFYING EXAMINATION

The following, having satisfied the examiners in this examination, have been registered as chemists and druggists:—

Adams, Mary E., Birmingham
 Atterbury, Muriel A., Southsea
 Barnard, Mildred M. E., Putney
 Birkby, E. V., Liverpool
 Bowerman, W. F. J., Paignton
 Brazil, A. H., Portsmouth
 Brian, E. P., Macclesfield
 Bright, Annie B., Edgbaston
 Brockhurst, H. G., East Finchley
 Buckman, Blanche I., Ashford
 Bursell, F. H., Manor Park
 Carter, C. W., Leicester
 Chapman, Beatrice I., Birkenhead
 Choyce, Margot, Rickmansworth
 Clarke, M. A., Harborne
 Clark, W. E., Downham
 Clent, J. H., Stockport
 Cobb, D. W., Upton Manor
 Cotter, S. M., Camborne
 Cox, E. A., Cirencester
 Daymond, L. A., Devonport
 Edwards, T. H., Rhyl
 Evans, E. G., Clydach Vale
 Evans, H. L., Risca
 Evans, J. E. J., Nant-gareddig
 Everitt, H. J., Walthamstow
 Eyles, A. T., Fareham
 Fagot, M., Treharris
 Fyans, B., Manchester
 Gale, W. L., West Bridgford
 Gallant, M., Bow
 Gough, Agnes M., Loughor
 Grantham, J. H., Wickham Market
 Griffiths, G., Swansea
 Higinbotham, H. C., Longsight
 Hilton, H., Blackpool

Hindle, Catherine E., Sheffield
 Hodgson, C. T., Pentre
 Holland, K. D., Hull
 Hopkins, A. G., Leicester
 Hughes, B., Llanrwst
 Jones, J. E., Liverpool
 Jordan, A., Tottenham
 Lewis, Eileen M. E., Cardiff
 Lewis, Lily, St. Luke's
 Longmore, H. J., Isleworth
 Orchard, R. J., Long Eaton
 Parsons, J. C. S., Sherborne
 Paull, C. A., Maidstone
 Polyblank, E. G., Plymouth
 Powell, C. S., Cowbridge
 Price, D., Wigan
 Raine, Margaret, Darwen
 Rees, T. F., Wolverhampton
 Richardson, P. B., Northampton
 Rowe, H. M., Normanton
 Rowsell, P. D., Exmouth
 Sayers, Joan C., Stoke-under-Ham
 Shelley, R. J. B., Walsall
 Snell, C. J., Bedford Park
 Tisley, A. V. D., Ipswich
 Turton, J. R., Wolverhampton
 Webb, E. T., Thornton Heath
 Westley, Jane F., Harlesden
 Williams, Agnes C. E., Longton
 Williams, B. G., Morriston
 Williams, M., Porthcawl
 Wilson, J. E. H., Stockport
 Winstanley, H. R., Sheffield
 Wood, E. T., Bolton
 Worthington, A., Tunstall
 Wraight, E. C. V. G., Dover

Apprenticeship

By "Old Hand"

ASSISTANTS nowadays do not work such long hours as we did thirty or forty years ago. When I entered the business I went to a pharmacy where four apprentices were kept, and we each served four years. The first-year apprentice assisted the governor at the counter, packed penny packets in the long evenings, dusted the shop, and occasionally, as the circumstances demanded, acted as errand-boy in the case of urgent bottles of medicine. The second-year apprentice made galenical preparations and kept the shop rounds filled, put up all the "own proprietary" lines for which the shop was famous, the first apprentice assisting him. The third-year apprentice was responsible for executing orders for drugs and dressings received from the numerous doctors who obtained their supplies from us. He also put in an hour or two daily at different doctors' surgeries when they wanted help, and assisted the fourth-year apprentice, who was in charge of the dispensing counter. The proprietor spent all his day between the front counter and his account books, being helped with the latter by a lady clerk.

Our pharmaceutical education consisted largely of the information we could pick up from each other. Our working hours were 8.30 to 8.30, Friday 9.30, Saturday 11, with one weekly free evening at 5 p.m. Sometimes there was a fifth apprentice; sometimes a qualified man appeared for a month or two; it all depended upon the proprietor's health and the state of the labour market. A copy of the rules for the conduct of assistants in the business was handed to each of us on arrival. I am afraid that they did not weigh heavily on our youthful minds, and we managed to be happy in the shop. We made all our preparations from the crude drugs, and packed all our own stock, and this in itself was a good education for a budding pharmacist. Our master did not spare us any more than he spared himself. Good Friday and Christmas Day were the only days he was ever absent from the pharmacy. Our apprenticeship days seemed hard and long to us at times, but they laid a good foundation.

Rules as to Duty

All assistants must be in the pharmacy at half-past eight, and the dusting and arrangement of goods should be finished by nine.

The dispenser must get his prescription-book indexed up by nine. He must not let this get in arrears.

The assistant going off duty for the evening will leave at five o'clock. One man must remain on duty each evening till ten o'clock.

Sunday.—Two assistants must be on duty each Sunday from 12 to 1.30 and from 6 to 8.30.

Punctuality.—It is particularly necessary that punctuality be observed both in leaving for and returning from meals and in commencing work in the mornings. Irregularity in this matter occasions considerable inconvenience and disorganises business arrangements; an assistant failing in this renders it necessary that someone else should do his work or that it remain undone.

General.—During business hours a black or navy blue coat and black boots are to be worn. Flowers in the buttonhole are not allowed. Private correspondence, newspapers or books are not permitted, and assistants are requested to discourage the calling of their friends during business hours.

COMPANIES DISSOLVED.—Notice has been given in "The London Gazette" that the names of the under-mentioned companies have been struck off the register and the companies dissolved:—London Chemical Co., Ltd.; Universal Chemists, Ltd.

"PARLIAMENTARY GAZETTE."—A useful guide to the membership and proceedings of the Houses of Parliament is published at 5s., under the title "Parliamentary Gazette," by Mr. J. Howarth, 21 Elmfield Mansions, Balham, London, S.W.17. Details of the *personnel* of Dominion and foreign governments are also included.

Elections and Restorations

At the January Council meeting thirty-eight persons were elected members, and nineteen student-associates. Several persons were restored to membership of the Society. The registrar reported that since the last meeting of the Council ninety-three persons had been registered as apprentices or students.

Branch Meetings

Gloucester.—The following officers have been elected by the Gloucester and District Branch for the ensuing year:—*Chairman*, Mr. W. H. Hampton; *Vice-chairman*, Mr. W. R. Walwin; *Secretary*, Mr. Wesley Croft.

Scarborough.—The annual meeting of the Scarborough and District Branch was held on January 7. The meeting was followed by the annual supper, when the members were joined by their families and staffs. The election of officers for 1932 resulted as follows:—*Chairman*, Mr. A. Scott; *Vice-Chairman*, Miss A. M. Hill; *Secretary and Treasurer*, Mr. H. M. Hirst.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students," "The Chemist & Druggist," 28 Essex Street, London, W.C.2."

(Concluded from C. & D., January 9, p. 42.)

TO CORRESPONDENTS

J. A. HENDERSON.—The presence of nitrate should have been confirmed by means of some test with which the bromide did not interfere.

E. A. ATKINSON.—Do not report the *probable* presence of constituent radicals: such reports are not acceptable, and they may adversely affect the award of marks.

ACEDES.—Note that chlorine is not liberated from a chloride by interaction with hydrochloric acid. Perhaps you wrote chloride inadvertently instead of chlorate.

E. K. and TIGLIC.—We have repeatedly pointed out that a solution of ammonium molybdate which yields a white precipitate of molybdic acid when added to a solution containing nitric acid is not an appropriate reagent to use in testing for a phosphate. Prepare or buy a suitable solution.

PRIMUS TEMPUS.—The gas evolved when the powder was heated on charcoal and deflagration took place, was carbon dioxide—not oxygen. It is strange that in testing for a nitrate you did not observe the brown colour due partly to the nitrate and partly to the bromide.

VINCI POSSUM.—How did you identify as bromine the brown fumes evolved when the powder was heated with concentrated sulphuric acid? The mere statement that you did so was not sufficient, and it was all the more insufficient since the fumes really consisted of a gaseous mixture. There are several tests for nitrate which you might have employed.

GOWER.—Your report seems to indicate that you erroneously suppose that silver nitrate could yield a precipitate of silver phosphate in presence of nitric acid. Examine this point experimentally with a soluble phosphate and test also an arsenate, an arsenite, a borate, etc.

No. 4.—We can only suggest insufficiently cleansed test tubes or impure reagents in explanation of the precipitate which you reported as consisting of nickel sulphide.

DOC.—You do not state that the necessary addition of silver nitrate *in excess* was made before the reduction of chlorate to chloride was effected. If this was not done, the precipitate which you regarded as proving the presence of chlorate may have been due largely to silver bromide.

KEW-DOSS and E. J. B.—Hypochlorite was not present; and chlorate does not produce a brown precipitate with manganous chloride.

SKOLTO.—In testing for nitrate by means of ferrous sulphate and sulphuric acid, the brown colour, due to bromide and nitrate, should not have escaped your observation.

POTSULCHLO.—The deflagration when the powder was heated on charcoal was quite a conspicuous indication of a vigorous oxidising agent, and it is surprising that you failed to observe it.

AVRO.—You should devote some time to the careful study of the reactions of individual acidic radicals and of methods of recognition and separation where mixtures are concerned.

OPTICO.—The supposed test for nitrate by means of potassium iodide, starch paste, dilute sulphuric acid, and zinc is quite unreliable, since a blue colour is soon produced in the mixture of these substances when nitrate is not present. Prove this for yourself by trying a blank test.

AURELIUS.—You report eliminating the bromine by warming the solution of the powder with chlorine water in excess, and then finding that the resulting liquid did not yield any precipitate on adding nitric acid and

silver nitrate: the non-precipitation of silver chloride at this point requires some explanation.

TEST TUBE.—Note that if silver nitrate had yielded with the aqueous solution of the powder a precipitate which was insoluble in ammonia, this would not have indicated the presence of a chloride. You omitted to report preliminary tests.

WILLIAM.—We failed to obtain confirmation of your test for a nitrite.

"C. & D." Crossword Puzzle

THE correct solution of the crossword puzzle printed in our issue of December 26, (p. 764) is as follows:—

1	M	I	S	T	U	R	A	E	
		N		6	R	R			A
	7	F	T		G		8	C	U
				9	R	I	G	A	
	11	C	A	12	N	N	E	L	
	13	H	E		E		14	C	A
16	C	I	T	17	R	A	18	T	I
	19	N	H	I		20	B	I	

Of the numerous readers who attempted it, the following three were entirely successful:—

Miss C. M. Course, 93 Darlington Street, Wolverhampton.

Mr. W. T. Helyer, 25 New Cut, London, S.E.1.

Mr. C. B. Yearby, 123 Wandsworth Bridge Road, London, S.W.6.

To each of these competitors a prize of 10s. 6d. is awarded.

Prescription Problem

The Editor will be glad of the loan of original prescriptions for this column, together with the correct transcription.

OUR next problem is given below. Exact transcriptions of the prescription are invited on postcards only (one attempt), which should reach the Editor, THE

*Idemprenum
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M*

CHEMIST AND DRUGGIST, 28 Essex Street, London, W.C.2, not later than the first post on January 25. Prizes will be awarded at the discretion of the Editor.

THE customary annual list of holders of royal warrants appears in "The London Gazette" of January 1.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, January 14

WHILE some few items are receiving fairly active attention from buyers the markets as a whole are on the quiet side. The tone with but few exceptions is very steady, and there are distinct indications of a move towards firmer conditions. As spot stocks, which are depleted when compared with those of September last, get limited the loss on sterling is making itself felt, with the possible exception of essential oils, which remain at comparatively cheap figures. It is regarded as a fair possibility that spot values of those products affected by international currency exchange rates will tend to advance during the next month or two. The confidence in sterling is now very emphatic, and it is generally agreed that some material improvement is likely at no distant date. Although there is no great volume of business moving at the moment, the outlook suggests an improvement in demand, and a recovery in values in the early spring. About a normal volume of business has been moving in pharmaceutical chemicals, and the general tone is very steady. Makers' prices show little alteration, while dealers' prices for spot supplies of those products not made here are gradually closing up to the cost of replacement. Available supplies of these materials are now depleted, and there are very few, if any, cheap sellers. In crude drugs business has been moving on quiet and restricted lines. Honey is one of the outstanding features, with supplies very limited and an active demand for the lower grades. Gum acacia shows a recovery from last week, and there is more business moving. Japanese menthol and camphor have been dull. Senna is steady at former rates. In essential oils there is nothing further to record on bergamot, but it is understood the negotiations are developing on normal lines. Cassia tends to be dearer. Celyon citronella is rather easier. Juniper berry is cheaper. The shipment market for Sicilian lemon is dearer, while spot is unchanged. Lime is easy. Japanese dementholised peppermint is slack. Petitgrain is again firmer. Wormseed is steadier. In the industrial chemicals section prices for all products drawn from the Continent, such as potash salts, are again dearer. Red and white leads are unchanged under the Convention. Oxalic acid is dearer and sal ammoniac is quoted at higher rates. The demand for acetic acid, acetone and formaldehyde is fairly satisfactory. Business as a whole is as good as can be expected. In the fixed oils group linsed continues to be quoted at low figures, while American turpentine shows a further advance. Castor and olive oils are slightly easier, and palm oils have lost the slight advance recorded last week. Business in this section continues patchy with the markets by no means steady.

A drug auction will be held next Thursday, January 21.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	Jan. 14	Value of the £
Amsterdam ..	Fl. to £	12.107	8.50	14/0½
Berlin ..	Mks. to £	20.43	14.40	14 1½
Brussels ..	Belga to £	35	24½	14/0½
Copenhagen ..	Kr. to £	18.159	18½	20 0½
Lisbon ..	Esc. to £	110	110	20/0
Madrid ..	Ptas. to £	25.22½	40½	32/6
Milan ..	Lire to £	92.46	67½	14/6
Montreal ..	Dol. to £	4.86½	4.05	16 7½
New York ..	Dol. to £	4.86½	3.41	14/0
Oslo ..	Kr. to £	18.159	18½	20 2½
Paris ..	Fr. to £	124.21	87	14/0
Prague ..	Kr. to £	164.25	115	14/7½
Stockholm ..	Kr. to £	18.159	17½	19/8
Warsaw ..	Zloty to £	43.38	30—31	14/0½
Zurich ..	Fr. to £	25.2215	17½	13/10½

Bank rate 6 per cent.

Pharmaceutical Chemicals, etc.

BUSINESS continues on moderate lines, most of it being ex old contracts. Home makers appear to be in a strong position in many lines where formerly they had keen competition to contend with. Spot values for the range of important products not produced here and handled by dealers appear to be getting low, and in most instances values are closing up to the higher rates quoted for shipment from the Continent. Stocks of citric and tartaric are as yet quite free, but in the case of cream of tartar dealers are holding what they have for full rates.

ACETANILID.—Market continues steady but rather quiet: B.P. crystals and powder, 1s. 5½d. to 1s. 6½d. per lb. as to quantity.

ADIPIC ACID shows a slight advance: pure edible quality, in minimum one-cwt. lots, 1s. 9d. per lb., carriage paid; larger quantities, 1s. 8d.

AMIDOL is steady and occasional business is moving: one cwt., 7s.; 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins; higher prices for smaller quantities.

AMIDOPYRIN.—Dealers' prices for material to come forward are rather dearer, and spot would be close up to these rates. To arrive: crystals, five cwt., 17s. 4d.; two cwt., 17s. 8d.; less than two cwt., 18s. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICHTHOSULPHONATE is quoted as follows: one-cwt. lots, in 14-lb. tins, 1s. 6½d.; in 1-lb. tins, 1s. 8d.; in ½-lb. tins, 1s. 10d.; in ¼-lb. tins, 2s. per lb., and more for smaller quantities.

ASPIRIN.—Controlled prices are very steady, with home makers in a strong position. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d. per lb., f.o.b.; less than one cwt., 2s. 9d. per lb., ex works.

BARBITONE continues very steady and spot supplies are limited: spot, one cwt., 11s. 3d.; smaller parcels, up to 11s. 9d. per lb.

BENZOIC ACID (B.P.).—A fair business continues and the market is fully steady: quantities, ex works, 1s. 10d. to 1s. 11d.; spot parcels, 1s. 11½d. to 2s. 2d. per lb., ex store.

BISMUTH SALTS.—Makers' prices are unchanged and are quoted without engagement.

	8 lbs. and under 28 lbs.	28 lbs. and under 1 cwt.	Not less than 1 cwt.
	Per lb. s. d.	Per lb. s. d.	Per lb. s. d.
Carbonate ..	8 9	8 3	8 0
Citrate ..	10 6	10 0	9 9
Nitrate cryst.	5 10	5 4	5 1
Oxide ..	12 3	11 9	11 6
Salicylate ..	8 11	8 5	8 2
Subchloride ..	11 11	11 5	11 2
Subgallate ..	8 6	8 0	7 9
Subnitrate ..	7 5	6 11	6 8

A rebate of 3d. per lb. will be allowed on sales of not less than two cwt. (either for prompt delivery or on contract) provided delivery is completed or paid for within three months. Liquor bismuthi B.P. in W-qts., 1s. 2d. per lb.; six W-qts., 11½d. per lb.; 12 W-qts., 10d. per lb.; 36 W-qts., 9½d. per lb. Without engagement.

BROMIDES.—Home makers' prices are now steady, while Continental competition is not very attractive: ammonium, not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; smaller quantities, 2s. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 5d.; one cwt., 1s. 6d., and smaller quantities, 1s. 9d. per lb.; sodium, B.P., not less than five cwt., 1s. 7d.; one cwt., 1s. 8d.; and smaller quantities, 1s. 11d. per lb. Special prices for bulk quantities. Quoted without engagement.

BUTYL CHLORAL HYDRATE continues steady at former rates: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CALCIUM LACTATE is about steady, with a moderate volume of business moving: spot, 1s. 2d. to 1s. 3½d. per lb. as to quantity, and up to 1s. 5d. for small parcels.

CHLORAL HYDRATE.—Home makers' prices command the market: duty-paid crystals, 2s. 11½d. to 3s. 1½d. per lb. as to quantity and packing.

CITRIC ACID (B.P. CRYSTALS).—Dealers are quoting their available stocks on spot at about 1s. 1½d. to 1s. 1¾d. per lb., less 5 per cent., carriage paid, for bulk quantities. British makers quote 1s. 1½d. per lb., less 5 per cent. discount.

CREAM OF TARTAR.—There is evidence of dealers holding only limited stocks on spot, and prices are in the region of 104s. per cwt., less 2½ per cent., carriage paid, for quantities. British makers quote 99 to 100 per cent. at 103s. 6d. per cwt., less 2½ per cent. discount.

CREOSOTE (B.P.) is fully steady as quoted at 1s. 10½d., in 25-kilo demijohns, and up to 2s. per lb. for small quantities.

CREOSOTE CARBONATE is quoted by dealers on spot from 6s. 9d. to 7s. 3d. per lb. as to quantity.

ETHER (METHYLATED).—Makers' prices are as follows: s.g. 0.750, 1s. 1½d.; 0.735, 1s. 2d.; 0.730, 1s. 2d.; 0.725, 1s. 4d. per lb., in w-quarts; 12 w-quarts, halfpenny less, and packed in drums or carboys, 1d. less.

GUAIACOL CARBONATE.—Dealers' prices for material to arrive are at about 7s. 9d. to 8s. 3d. per lb. as to quantity. Spot parcels would be close up to these figures.

HEXAMINE.—A fair business continues to be transacted and dealers' prices are steady: free-running crystals, spot, from 2s. 8d. to 3s. 1d. per lb. as to quantity.

HYDROQUINONE.—Controlled prices are unchanged: ten cwt., 4s. 8½d.; five cwt., 4s. 9½d.; two cwt., 4s. 10½d.; one cwt., 4s. 10¾d.; 56 lb., 4s. 11¾d.; 28 lb., 5s. 1¾d.; 14 lb., 5s. 3½d.; 7 lb., 5s. 5½d.; 1 lb., 6s. per lb., carriage paid.

LACTIC ACID (B.P.).—Makers' prices are very steady; imported material is at full rates and would be dearer to come forward: quoted from 1s. 5½d. for large bulk quantities up to 1s. 8d. per lb. for small lots in carboys. Higher prices for small lots in winchesters.

MERCURIALS.—Makers' prices are as follows and are liable to fluctuate with metal values:—

	Under 112 lb.	Not less than 112 lb.
	Per lb.	Per lb.
Ammoniated lump, B.P. (white precip.)	8. d.	8. d.
" powder, B.P.	6 10	6 9
Bichloride lump, B.P. (corros. sub.) . . .	7 0	6 11
" powder, B.P.	6 3	6 2
Chloride, B.P. (calomel)	5 9	5 8
Red oxide cryst., B.P. (red precip.) . . .	7 1	7 0
" levig., B.P.	8 6	8 5
Yellow oxide, B.P.	8 0	7 11
Persulphate white, B.P.C.	7 9	7 8
Persulphate black (hyd. sulph. cum sulph. 50 per cent.)	6 9	6 8
	6 4	6 3

Without engagement. Special prices for larger quantities and for contracts deliverable during three months.

METHYL SALICYLATE (B.P.).—Home makers' prices are firm: one ton and over, 1s. 4½d.; five cwt., 1s. 4¾d.; one cwt., 1s. 5d.; less than one cwt., 1s. 6d. per lb.; small lots in bottles up to 2s. per lb.

METHYL SULPHONAL.—Spot prices are close up to dealers' quotations for material to come forward: two cwt., 18s. 3d.; one cwt., 18s. 10d.; 56 lb., 19s. 6d.; small parcels, 20s. 3d. per lb.

METOL.—Prices are steady at the advance recorded in December: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 6d. per lb., in tins; 1-lb. bottles extra, and higher prices for smaller quantities.

MILK SUGAR is keeping very steady as quoted by dealers: one ton, 58s.; ten cwt., 59s.; two cwt., 60s. per cwt., in two-cwt. cases.

PARA-FORMALDEHYDE has been rather quiet in demand: 100 per cent. powder, quantities in kegs, 1s. 3d.; smaller parcels up to 1s. 6d. per lb.

PARALDEHYDE continues competitive, with a limited business passing: quantities in demijohns, 9½d.; drums, 11½d.; winchesters, 11½d. per lb.; higher prices for small quantities.

PHENACETIN.—Dealers' quotations for material to arrive are dearer, and spot offers are very little less, although there may be an occasional cheaper seller: crystals, ten

cwt., 5s. 3d.; five cwt., 5s. 5d.; two cwt., 5s. 6½d.; and less, 5s. 9d. per lb., with powder 2½d. per lb. extra.

PHENAZONE.—Some spot sellers may be willing to accept something less than the prices quoted by dealers for material to arrive, as follows: crystals, ten cwt., 9s. 2d.; five cwt., 9s. 5d.; two cwt., 9s. 7d.; and less, 9s. 10d. per lb., with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Home makers are doing the business at keen prices: ten cwt., 4s. 4d.; two cwt., 4s. 6d.; less than two cwt., 4s. 10d. per lb.

PIPERAZINE is quoted at higher rates, with minimum quantities in 8-oz. bottles at 45s. 6d., and in 1-oz. bottles 52s. 4d. per lb. Lower prices for bulk quantities.

POTASSIUM PERMANGANATE (B.P.).—This market is steady at full rates: quantities, in drums, 8½d. to 8¾d. per lb.; small quantities, 8¾d., up to 9½d. per lb.

POTASSIUM SULPHOGUAIACOLATE is held at dealers' prices for spot of 4s. 6d. to 5s. per lb., with forward rather dearer.

QUININE SULPHATE.—The Convention price for this market is holding at 2s. 5d. per oz., carriage paid on bulk quantities. Outside material is limited in supply.

RESORCIN remains quiet but fairly steady: crystals, one cwt., 4s. 1d.; 56 lb., 4s. 2d.; 28 lb., 4s. 3d.; smaller parcels, up to 5s. per lb.

SALICYLIC ACID (B.P.).—Home makers' prices are unchanged: one ton, 1s. 5d.; ten cwt., 1s. 5½d.; five cwt., 1s. 6d.; one cwt., 1s. 6½d.; small parcels, up to 2s. per lb.

SALOL is at higher rates to arrive, and spot is more or less at the same figures: crystals, two cwt., 5s. 3d.; one cwt., 5s. 5d.; 56 lb., 5s. 6d.; smaller parcels, 5s. 9d. per lb.; powder, 2½d. per lb. extra.

SANTONIN.—The market is steady and unchanged as quoted at £50 per kilo.

SODIUM BENZOATE (B.P.) is meeting with a very fair business and the market is well maintained: one ton, 1s. 8½d., up to 2s. per lb. for small parcels.

SODIUM DIETHYLBARBITURATE is very steady on spot, with supplies limited; slightly dearer to arrive: spot, 11s. 4d. to 11s. 9d. per lb. as to quantity.

SODIUM SALICYLATE (B.P.).—Home makers are doing most of the business, with foreign material barely competitive. Home trade: powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 1d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb., with crystals 1d. per lb. extra.

SULPHONAL.—There is only a small margin between spot and dealers' prices for forward positions: crystals, two cwt., 14s. 7d.; one cwt., 15s. 2d.; 56 lb., 15s. 5d.; smaller parcels, up to 16s. 3d. per lb., with powder 2½d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Although Continental material to come forward is non-competitive with current rates, there is no move in dealers' prices for spot supplies, of which there seem to be good stocks to liquidate: spot, 1s. 1½d. to 1s. 1¾d. per lb., less 5 per cent., ex wharf. British makers quote 1s. 1½d. per lb., less 5 per cent. discount.

THYMOL remains dull and unsteady as quoted: synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 10½d.; 28 lb., 6s.; 14 lb., 6s. 3d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

VANILLIN.—Material on spot is held for full Convention rates. Continental material to come forward would cost more: ex guaiacol, one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.; ex clove oil, 16s. to 19s. per lb., as to quantity, from one ton to less than 14 lb.

Crude Drugs, etc.

ACONITE ROOT.—It is reported that stocks of Japanese have been practically cleared on spot.

AGAR-AGAR.—Spot is quoted unchanged with very little doing, while the shipment position is again easier. Spot, Kobe No. 1, 4s. 2d.; No. 2, 4s.; Yokohama, 3s. 11d.; shipment, Kobe No. 1, 3s. 3d.; No. 2, 3s. 1d.; Yokohama, 3s. 1d. per lb. c.i.f.

ANTIMONY is barely steady and the market has been quiet: Chinese, crude, spot, £22; shipment, £17 10s. c.i.f. Chinese oxide, spot, £34; shipment, £29 10s. c.i.f.

BALSAMS.—The market has been slow but is fairly steady. *Tolu*, 2s. 2d. to 2s. 3d.; *Canada*, about 4s. per lb.

BELLADONNA.—Leaves are somewhat scarce, and are steady at fully 77s. 6d.; root is well maintained at about 62s. 6d.

CAMPHOR.—Business appears to have been negligible this week on spot, but prices for Japanese are about unchanged. Spot, slabs, 2s. 10½d.; tablets, 3s. 4d. per lb. Shipment, slabs, 2s. 13½d.; tablets, 2s. 8½d.; flowers, 2s. 2½d. per lb. c.i.f. English refined camphor is now quoted as follows: B.P. flowers, one cwt., 3s. 5d.; 23 lb., 3s. 6d.; small lots, 3s. 7d. per lb.; transparent tablets, 4 oz., 8 oz., 16 oz., 3s. 8d.; 1 oz., 2 oz., 3s. 9d.; ½ oz., ¼ oz., 4 oz., 3s. 10d. per lb.

CASCARA SAGRADA.—Some occasional business is reported with the market steady; 1931 peel on spot fully 52s. 6d., and for shipment, 47s. 6d. per cwt. c.i.f. for bulk quantities.

CHAMOMILES.—The market is now firm with good white Belgian flowers at 145s. per cwt.

CLOVES.—The market has been dull and is quoted easier on spot and for shipment. Zanzibar, spot, 8½d.; shipment, January-February, 7½d. c.i.f. Madagascar, spot, 8½d.; shipment, January-February, 7½d. sellers, c.i.f.

The landings of Zanzibar in London during the week ended January 7 were *nil* and the deliveries 99, leaving a stock of 1,680, against 908 in 1931. From January 1 to date landings of Zanzibar have been *nil*, against *nil* in 1931, and the deliveries 99, against 5 in 1931. Landings of Madagascar for the week ended January 7 were 9, and the deliveries 9, leaving a stock of 1,007, against 828 in 1931. Landings of Madagascar this year to date have been 9, against *nil* in 1931, and the deliveries 9, against 13 in 1931.

COCONUT (DESICCATED).—The market is fully steady at slightly higher rates on the week. Spot, fine and medium, 26s.; shipment, halves, January-February, 25s. c.i.f. sold.

COD-LIVER OIL.—The market is steady and consumers continue to show fair interest. Lofoten fishing is about to commence, and new oil is being quoted at varying figures for February-March shipment. In view of the poor fishing and resultant decreased output of oil and the considerably heavier shipments, the carry-over this year must be appreciably less, and unsatisfactory reports from the fishing grounds would, no doubt, be reflected by much higher prices. Shipment is now quoted at 112s. to 114s. per barrel for finest Lofoten steam-refined non-freezing medicinal oil, and spot is at about 120s. per barrel, for minimum five-barrel lots.

DAMIANA LEAVES.—The spot quotation is now at about 10½d. per lb.

DIGITALIS LEAVES.—Spot offers are steady at from 55s. per cwt. It is reported that supplies on the Continent are scarce.

ERGOT.—Supplies are reported to be limited, particularly for Portuguese, and Russian is not available on spot. Spanish, 2s. to 2s. 2d.; Portuguese, about 2s. per lb., spot.

GELATIN.—Business has been fair and the market is steady as quoted: gold leaf, 2s. 2d.; silver leaf, 1s. 10d.; bronze leaf, 1s. 7d.; thin leaf, 1s. 6½d. per lb., in one-cwt. cases.

GENTIAN.—Supplies are very scarce on spot, and prices tend to harden from 42s. 6d. per cwt. Forward prices are dearer.

GINGER.—Business remains decidedly quiet; market steady: West African, spot, 31s.; shipment, 29s. c.i.f.

GUM ACACIA.—Considerably more interest has been shown this week in this market and prices for shipment have fully recovered the loss recorded last week: spot, Kordofan cleaned sorts, about 40s.; natural, 38s.; bleached, 95s. to 97s. 6d. Shipment, Kordofan cleaned sorts, 35s.; natural, 33s. 6d. per cwt. c.i.f.

HONEY.—This market is one of the healthiest. Stocks of the finer grades have been more or less cleared, and this week there has been an active demand for the lower grades, which show an advance of fully one shilling. Californian white clover, nominal, with nothing offering. Jamaica palest set is scarce and in strong hands at fully 52s. 6d. per cwt. Good pale is firm at 40s. 6d.; good medium, 37s., and dark amber, 24s. per cwt.

IPECACUANHA is keeping steady, although on the quiet side. Sales of Matto Grosso at about 5s. 9d. to 6s. per lb. as to quantity.

LIQUORICE ROOT.—Single-peeled is running short on spot and is at present quoted at about 42s. 6d. per cwt.

LYCOPodium.—Some new arrivals are reported, with the quotation steady at 4s. per kilo.

MENTHOL has been very flat this week and spot is well down to 15s. 6d. per lb. for K/S brands. Shipment for January-March is holding at about 13s. 3d. per lb. c.i.f.

MERCURY.—The shipment figure for Spanish-Italian is steady at 65 dollars per bottle f.o.b. The spot offer continues at about £18 15s. per bottle for fair quantities.

U.K. imports for 1931 totalled 16,135 bottles from all sources, compared with 16,640 bottles during 1930.

PEPPER.—The market has been mostly dull this week and values for all kinds are quoted on a slightly lower level. Lampung, spot, 7½d.; shipment, January-March, 6½d.; March-May, 6½d. sellers, c.i.f.; Tellicherry, spot, 7½d.; shipment, January-March, 67s. c.i.f. Alleppy, spot, 7½d.; shipment, January-March, 64s. sellers c.i.f. White Muntok, spot, 8½d.; shipment, January-March, 7½d.; March-May, 8½d. buyers, c.i.f.

PIMENTO shows a slight improvement, with spot at 2½d.; shipment, January-March, 23s. sellers, c.i.f.

PSYLLIUM SEED.—Quotations for new crop are in the region of 1s. 5d. per lb. as to quantity.

First crop cultivated in Greece was 25,000 lb. Entire crop re-sown for 1932 harvest. Production in France for 1931 estimated at 4,410,000 lb. Considerable extension of cultivation for 1932 is anticipated.

QUASSIA CHIPS.—Supplies are reported to be limited this season, with the price steady at 27s. 6d. per cwt.

RUBBER.—Quotations are fully maintained for all positions, although business has been only moderate. U.K. stocks total 126,619 tons, against 120,575 tons a year ago. Standard ribbed smoked sheet, sellers, spot, 3½d.; January, 3½d.; February, 3½d.; March, 3½d.; April-June, 3½d.; July-September, 3½d.; October-December, 3½d.

SAFFRON.—The market is steady and some small business is being done. Prime B.P., 53s.; extra B.P., 49s.; super B.P., 48s. per lb., and less for bulk quantities.

SARSAPARILLA.—The market is unchanged and rather quiet: grey Jamaica, 1s. 5d. to 1s. 6d.; native, 1s. to 1s. 1d. per lb. as to quantity.

SEEDS.—ANISE.—Spanish, 55s., and Russian, 37s. 6d. per cwt. on the spot. CANARY.—Mazagan, spot, 15s. 6d., and shipment 13s. c.i.f.; Tangier, spot 14s. 6d., shipment 12s. c.i.f.; Larache, spot 14s.; shipment 12s. c.i.f.; Kenitra, spot 14s. 6d., shipment 11s. 9d. c.i.f. CUMIN.—Malta, spot, 42s. 6d.; Morocco, 30s., spot; shipment, 28s. 6d. c.i.f.

CORIANDER.—1929 crop slow at 14s. 9d. FENUGREEK.—Morocco sold at 15s. spot and Tunisian 17s. sold. LINSEED.—Mazagan, 14s. 9d. spot, and Morocco, 14s. CARAWAY.—Dutch quiet at 34s. 9d. to 35s. MUSTARD.—English, 23s. 6d. to 28s. per cwt., according to quality. No good quality.

SENEGA.—This market has been very neglected: spot is quoted in the region of 1s. 10d. per lb.

SENNA.—A further week of quiet but generally steady markets is reported. Shipment for Timmely is maintained at former rates. Alexandrian pods on spot of the finest selected hand-picked quality are scarce, while fair manufacturing pods are fully 5d. per lb.

SQUILL.—Fair white is quoted at about 22s. 6d. per cwt., and good white at 24s. 6d. per cwt.

STRAMONIUM LEAVES.—Spot offers of nice green Hungarian are made at about 57s. 6d. per cwt.

WAX (VARIOUS).—The market has been rather quiet this week. Candelilla is scarce. Carnauba is easier. Bees' is cheaper for all grades. JAPANESE, on spot, is steady at 55s. to 57s. 6d.; CARNAUBA, fatty grey and chalky grey, 75s.; medium yellow, 170s.; fine yellow is rather easier as quoted at 185s.; CANDELILLA is unchanged at 90s. per cwt.; SPERMACELE, steady at 9½d. per lb. spot; PARAFFIN is quoted from 25s. to 34s. per cwt. as to melting point; CERESINE is quoted from 35s. to 80s. per cwt. as to colour and melting point; BEES' is easier and rather dull; bleached, discs, £7 15s.; slabs, £7 12s. 6d.; yellow refined, £5 12s. 6d.; yellow crude, £5 per cwt. spot.

Essential Oils

THE markets have been anything but active, but there is a steady flow of business on small lines. Prices on spot continue on very low levels if the loss in sterling is taken into account. Japanese peppermint is slack. The shipment market for Sicilian lemon tends to be firmer, and the spot position is rather irregular.

ALMOND.—This market is quiet and quoted unchanged; genuine s.a.p., 8s. 3d.; sweet almond, 2s. 2d. per lb.

ANISE (STAR).—Business has been distinctly quiet with spot unchanged; "Red Ship," spot, in leads, 2s. 3d.; in tins, 2s. 1d.; in drums, 2s., spot. Shipment, in drums, 1s. 10d. per lb., c.i.f.

BERGAMOT.—There is nothing further to add to our observations of last week regarding the control of this market, but it is understood the matter is developing. Spot varies from 10s. 9d. up to 11s. 3d. per lb., as to quality. Shipment is nominal at about 10s. 6d. per lb., c.i.f.

BOIS DE ROSE has remained quiet and is fairly steady: Brazilian, spot, about 2s. 10d., and shipment, 2s. 9d. c.i.f. Cayenne, spot, about 6s. 3d. per lb.

CARAWAY has been of little interest and quoted unchanged: double-distilled, about 7s. 6d.; crude, 7s. 1d.

CASSIA.—A fair amount of interest continues in this market, and spot is firm at 3s. 9d. with some holders asking up to 4s. per lb.

CEDARWOOD has met with occasional small business, and is quoted on spot round about 2s. per lb.

CINNAMON LEAF is about steady, while business is poor: spot, about 3s. 5d. to 3s. 6d. per lb. for good quantities.

CITRONELLA.—There is no further movement in Java, with spot in the region of 2s. 7d. and shipment about 2s. 5½d. c.i.f. Ceylon is quoted a shade easier, with spot at 1s. 9d. to 1s. 10d., and shipment about 1s. 9d. per lb. c.i.f.

Total exports of Java citronella oil for 1931 were 875 tons of 1,000 kg., against 815 tons in 1930, 867 tons in 1929, 1,140 tons in 1928, 1,312 tons in 1927, and 1,182 tons in 1926.

CLOVE is about steady and unchanged; market rather quiet: English, 90 to 92 per cent., about 5s. per lb.; Madagascar, spot, 4s. 4d. per lb.

EUCALYPTUS.—This market continues steady and business is sustained: Australian, 70 to 75 per cent., 1s. 1d. to 1s. 1½d.; 80 to 85 per cent., 1s. 3d. per lb. Spanish, 70 to 75 per cent., 1s. 3d. per lb. for quantities.

GERANIUM.—The market is quiet but the limited spot stocks of Bourbon are well held at 19s. and upwards, per lb. Shipment is 18s. per lb. c.i.f. Algerian is unchanged on spot at about 20s. per lb.

JUNIPER BERRY (B.P.).—The market has been dull and is quoted easier, with spot at 4s. 6d. to 4s. 9d. per lb. as to quantity.

LAVENDER.—Quotations for French material to come forward are unchanged: 33 to 40 per cent., 11s. 3d. to 11s. 6d.; 56 to 33 per cent., 10s. 9d. to 11s. per lb. as to quantity.

LEMON.—Prices for Sicilian hand-pressed on spot vary a good deal and depend on brand and seller, with the average about 4s. 4d. to 4s. 6d.; some are lower, and the best brands are possibly higher. The shipment market for new crop oil is reported to be firmer, but the price quoted, namely, in the region of 5s. c.i.f., is not attracting attention. Californian oil, on spot, 2s. 10d. per lb., in drums.

LIME is quoted at lower figures and the market is still easy: genuine distilled, 33s. per lb. for good quantities.

ORANGE.—There is not much movement in this market, but the spot value for Sicilian is about steady at 7s. 9d. to 8s. per lb. as to quantity. The shipment figure is in the region of 7s. 6d. per lb. c.i.f. Californian oil, spot, 5s. to 5s. 7d. per lb. as to quantity.

PALMAROSA is slightly cheaper on spot as quoted at 8s. 2d. to 8s. 4d. per lb. as to quantity. Market is quiet.

PATCHOULI.—Spot offers are at about 13s. to 13s. 3d. per lb., with not much doing.

PEPPERMINT.—The spot market for Japanese dementhylised has been particularly quiet this week and the quotation is down about 4s. 3d. per lb. Shipment is about unchanged, with January-March at 3s. 11d. per lb. c.i.f. American oil, on spot, is about 9s. 3d. per lb., and shipment one dollar 50 cents c.i.f.

PEITGRAIN is inclined to be rather dearer, with shipment at 4s. 4d., and spot holders now looking for close up to 4s. 6d. per lb.

SASSAFRAS.—The market is quoted cheaper at about 4s. 6d. per lb. for quantities. Some sellers are asking more.

SPEARMINT tends to be firmer and moving up from 8s. 6d. on spot to close up to 9s. per lb.

SPIKE.—The market is steady, with normal business moving: Spanish, 3s. 9d. to 3s. 10d. per lb. as to quantity.

WINTERGREEN.—The market is quiet, with dealers quoting 7s. 6d. to 7s. 9d. per lb.

WORMSEED is rather better this week, with not much offering below 13s. 4d. to 13s. 6d. per lb. as to quantity.

The following arrivals have taken place from the countries indicated during the period January 5 to 11 inclusive:—Anise (H.-Kong) 70 cs. 5 dms., (Gy.) 1 cs.; bergamot (It.) 20 cs.; citronella (Ceylon) 4 dms.; eucalyptus (Austl.) 20 dms. 80 cs.; geranium (Fr.) 1 dm.; (Reunion) 1 dm.; gingergrass (Ind.) 1 cs.; juniper berry (Gy.) 1 cs.; lemon (It.) 58 cs.; orange (Jam.) 40 cs., (U.S.) 16 cs.; patchouli (Straits) 13 cs.; pepper mint (Jp.) 225 cs., (U.S.) 2 dms., (Nthlnds.) 5 cs.; rose (Ind.) 2 pots, (Fr.) 1 cs.; rosemary (Spn.) 12 cs. 3 dms.; sandalwood (Austl.) 81 cs.; sassafras (U.S.) 3 cs.; spearmint (U.S.) 3 cs.; spike (Spn.) 2 dms.; various (Gy.) 14 cs.

Industrial Chemicals, etc.

A MODERATE volume of business is being transacted in this market, and prices are all very steady with a number of advances recorded. Potash salts are generally dearer, and sal ammoniac and lithopone have advanced. Acetic acid and formaldehyde are in good demand. **ACETIC ACID**.—The market is fully steady as quoted, and business continues on a fair scale: 80 per cent. technical, £37 5s.; 80 per cent. pure, £38 5s. per ton, in barrels; glacial, pharmaceutical 99 to 100 per cent., £59 in glass demijohns; glacial, in barrels, £48 per ton, carriage paid in U.K. **ACETONE**.—B. G. S. is in good demand, and quotations vary a good deal: from £61 to £66 per ton, in drums, carriage paid in U.K. **AMMONIA (ANHYDROUS)** is steady with home makers doing most of the business: 99.95 per cent. material, 10d. to 1s. per lb., in loaned drums, carriage paid, and less for important contracts. **AMMONIUM CHLORIDE** is rather dearer as quoted by dealers for spot: grey galvanising, £21 per ton, in casks, ex store; forward would be dearer. **ARSENIC**.—Prices for Continental are dearer: white powdered, £23 10s. per ton, c.i.f. U.K. port. **BLEACHING POWDER** has been advanced with the price for minimum four-ton lots of 35 to 37 per cent. chlorine, £3 per ton, carriage paid. **FORMALDEHYDE** is well up to former rates with a fair demand: 40 per cent., by volume, £27 10s. to £28 per ton, in casks ex store. **ISOPROPYL ALCOHOL** meets with a moderate business; market steady: first quality, ex acetone, 11s. to 11s. 6d. per gallon, in drums, carriage paid; "cracked petroleum" qualities, 9s. 3d. to 9s. 6d. per gallon. **LEAD ACETATE** is steady at recent high rates: brown, £42 5s.; white, £44 5s. per ton, in casks, ex store. **LITHOPONE** is nominal at the moment; Continental to come forward would be dearer: 50 per cent. Continental red seal, £22 10s. per ton, ex store. **OXALIC ACID** is dearer with dealers quoting £49 per ton, for quantities, and from 50s. per cwt. for small lots. **POTASH CAUSTIC** (88 to 92 per cent., solid).—A fair business continues with spot quoted in the region of £37 per ton, in drums, ex store. **POTASSIUM CARBONATE**.—Dealers' prices are dearer; business quiet: 90 to 92 per cent., £30 per ton; 96 to 98 per cent., £32 per ton, in casks, ex store. **POTASSIUM CHLORATE** is dearer and the market is steady: quantities, minimum one ton, £34 10s. to £35 per ton; small quantities, 4½d. to 5d. per lb., ex store. **POTASSIUM PERMANGANATE** has advanced, and the market is fully steady; commercial quality, in two-cwt. drums, 7½d. to 8½d. per lb., ex store. **POTASSIUM PRUSSIAN** is very steady with yellow quoted from £69 to £71 per ton, for quantities: small parcels, 9½d. to 10½d. per lb. **RED LEAD**.—English, five to ten cwt., £31; ten cwt. one ton, £30 15s.; one to two tons, £30 10s.; two to five tons, £30; five to 20 tons, £29 10s.; 20 to 100 tons, £29; over 100 tons, £28 10s. per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. dearer in each case; Continental material, £1 per ton cheaper; prices are subject to withdrawal without notice. **SAL AMMONIAC**.—Dealers' prices forward are nominal. Spot offers are as follows: dog-tooth crystals, £37; medium, £34; fine white crystals, £19 10s. per ton, in casks, ex store. **SALTCAKE** is slightly dearer on a bright market: quoted at about 61s. to 62s. per ton, in minimum truck lots, in bulk, carriage paid. **SODA CAUSTIC**.—Makers' prices for home consumption: 70 to 72 per cent., £13 12s. 6d.; 76 to 77 per cent., £14 per ton, in drums, carriage paid, for contracts; smaller quantities, 10s. per ton extra. **SODIUM ACETATE** is rather quiet but the market is steady at about £21 per ton, in casks, ex store. **SODA CRYSTALS (carbonate)**.—Home makers' price to consumers remains at £5 5s. per ton, in bags, f.o.r. works. **SODIUM BICARBONATE** is steady as quoted by makers for home consumption: refined, in bags, £10 10s. per ton, carriage paid. **SODIUM CHLORATE** is quoted by dealers at from £29 per ton, for quantities, and about 3½d. to 4½d. per lb. for smaller parcels. **SODIUM HYPOSULPHITE**.—The market is steady but quiet: dealers quote pea crystals, in one-cwt. kegs, £15 per ton; commercial quality, £9 10s., in casks, ex store; makers' price for pure crystals to home consumers on contract, £15 per ton, carriage paid to buyer's works. **SODIUM PRUSSIAN** is steady, and a moderate business is being done: quantities, 5½d. to 5¾d. per lb.; smaller parcels, from 6d. to 7d. per lb. **WHITE LEAD**.—Dry, English, less than five tons, £40; five to 15 tons, £35; 15 to 25 tons, £34 10s.; 25 to 50 tons, £34; 50 to 200 tons, £33 10s. per ton, less 5 per cent. carriage paid; Continental, £1 per ton cheaper; ground in oil, English, less than one cwt., £52 10s.; one to five cwt., £49 10s.; five to ten cwt., £47 10s.; ten cwt. to one ton, £47; one to two tons, £46; two to five tons, £44 10s.; five to 15 tons, £41 10s.; 15 to 25 tons, £40; 25 to 50 tons, £39 10s.; 50 to 100 tons, £39 per ton, less 5 per cent., carriage paid; Continental, £2 per ton cheaper; Convention prices are subject to revision.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor.

Buy British!

SIR,—We have read with much interest and considerable surprise Mr. Harlow's letter in your issue of January 9 (p. 47) on the subject of "Buy British." We have for many years past been in the closest possible touch with members of the staff of the London Missionary Society Hospital at Neyyoor, and have always been given a very clear impression by the surgeons that owing to its volatility, anæsthetic ether was practically unusable in Travancore and that they use nothing but chloroform. We naturally feel, therefore, that it would be waste of time to continue to press them to use our anæsthetic ether. Furthermore, rightly or wrongly, we understood that, as is the case with most large missionary societies, the buying for their hospitals was done by the London Missionary Society's central body in London. Perhaps we were wrong to deduce from this that travellers would not be welcome at the hospital. We trust that Mr. Harlow will forgive our saying that we are sure that members of his staff are well aware that any inquiries sent to our Calcutta depot for any of our products would receive instant attention; but if there is any question about it we would hasten to reassure Mr. Harlow on the point.—Yours faithfully,

HOWARDS & SONS, LTD.,
H. Lloyd Howard, Director.

Ilford.

A Correction

SIR,—Memories are short, and I should like to remind any of your readers who may have forgotten what was the sequel to the remark made by Lord Ponsonby in the House of Lords, to which reference is made in the annual report of the organising secretary of the Incorporated Society of Pharmacy and Drug Store Proprietors, Ltd., reproduced on page 29 of your issue of January 9. The report says:—

"Is it any wonder they [the Pharmaceutical Society] received the biggest snub of their life when Lord Ponsonby told them he had to deal with men of a low moral standard. When a man holding a high and important position makes a bold statement, the aggrieved party always complains that the scathing words were not true and challenges the accuser to prove his statement?"

When it was pointed out to Lord Ponsonby that his remarks might be construed, by those who wished to do so, as a reflection upon pharmacists generally, he caused a letter to be sent to the pharmaceutical Press, dated April 17, 1931, of which the following is the concluding paragraph:—

"It is a matter for regret to Lord Ponsonby that his remarks should have been construed as being a reflection upon pharmaceutical chemists, of the importance of whose services to the community he is well aware, and whose professional status it is the intention to maintain and raise by the proposed legislation. He has arranged that the official report of the proceedings shall be corrected so as to make his meaning quite clear."

I have no doubt that the organising secretary of the Incorporated Society of Pharmacy and Drug Store Proprietors, Ltd., would desire that this correction should be given the same publicity as the statement in his report.—Yours faithfully,

HUGH N. LINSTAD.
Secretary, Pharmaceutical Society of
Great Britain.

17 Bloomsbury Square, London, W.C.1

A Problem in Proprietaries

SIR,—I am obliged to "Ownpack" and "Manufacturer" for their views. The statements of "Manufacturer" would of course be more interesting if he were a retailer, as at present he can only have one view. My difficulty arises with the extraordinary range of

prices for an identical article. My branded liquid paraffin is 10½d., my own pack 7½d., my competitor's 5d.! All labels bear the s.g. and quality-guaranteed statements, and if they do not it is difficult to convince an educated public with the old quality excuse. It would appear that absolute honesty and business are incompatible to-day. For three years I have tried to run an honest business, but it seems that unless I adopt doubtful methods my profits will always be small. The only thing I can tell my customers is that my small business, run with my own money, does not buy on such good terms as a larger business run with borrowed public money. A customer's sympathy, however, rarely runs to 5d. a time. If the small chemist has to trade on his old profession of mysterious charges, then he, like the little grocer, will surely get swept away by bigger businesses even in the smallest village. My own leaning towards well-known branded lines is simply because the price onus falls on the manufacturer, and a few customers must even view that as a sign of weakness in my business. Letters from the small retailer may solve the problem if they can show honest success.—Yours truly,

PROFIT-SEEKER (11/1).

SIR,—The letter from "Manufacturer" (C. & D., January 9, p. 47) rather interests me as a retailer. I agree with him it is better to push an attractively packed branded line, but (and here I disagree) only if it is your own brand. Even P.A.T.A. lines are sometimes cut and can be procured at any shop these days. . . . He gives malt and cod-liver oil as an example. Well, we have two lines, both packed by the same firms in different-shaped jars with different labels, one a cheap price (the same as the multiple firm's price) and the other gives 50 per cent. on cost; yet during last year we only sold 14 doz. of the cheap one compared with 192 doz. of the dearer. Why? Because our staff are salesmen, not mere order-takers. With regard to the other packed lines, such as glycerin, olive oil, etc., if the young proprietor buys "right" he can pack these lines far cheaper than any wholesale house can quote. As for labour, there is always a time in any pharmacy when the youngest apprentice is idle; or the young proprietor can put in a little overtime himself, and so by basing his retail prices on the wholesale packed list reap more profit for himself. With regard to proprietaries, let the young proprietor remember that nearly all the well-known patents started in a small chemist's shop. If he wants further proof, let him ask those who have succeeded in pharmacy—not those who have many degrees or bewail the future of pharmacy and for ever seem to be talking of their professional status—but those who have made their own shops successful, those £2,000 per annum chemists who worked whilst others talked; and I have no fear of their answer, "Your own branded lines every time."—Yours truly,

NORTHERN CHEMIST (12/1).

The Qualified and the Unqualified

SIR,—I should be inclined to call the report of the Drug Store Proprietors' Society, the principal passages of which were published in last week's issue of the C. & D., a diatribe levelled against the Pharmaceutical Society. If, as they say, the members of the Drug Store Proprietors' Society are equally well trained and competent to dispense, why have they not come into the pharmaceutical fold by the front door? The examinations have been as open to them as to any other would-be dispensers, and they surely have no cause for complaint if they have deliberately refused to enter. Training and examinations exist mainly for the purpose of protecting the public. Undoubtedly the compounding of drugs and medicines is a serious matter, calling for

expert handling and technical knowledge. It is equally a fact that unqualified dispensers do dispense medicines; but the qualified head must take the responsibility, and he himself must bear the blame if mistakes or accidents occur. It is surely enough for the members of the Pharmaceutical Society to deal with their own Council without asking outside persons to give their opinions. It is suggested that un-English methods have been used, in that committee meetings have been held. The trade papers have published full reports of what has been said and done, and if some people were too lazy either to attend meetings of their local branches or to read their trade papers, they deserve all they get. But one cannot say that the Drug Store Proprietors' Society have not known, for they themselves tell us that they have a friend at Court. At any rate, it is news to most pharmacists that the policy of the Pharmaceutical Society has been, in the words of the report, "to remorselessly crush out of existence the small trader, whilst they have on many occasions omitted to take action against their own members." Those who are ignorant of pharmacy law have no right to be practising pharmacy. THE CHEMIST AND DRUGGIST has very wisely published the major portion of the drug-store people's report, and chemists who have spent time and money in training can now realise the kind of opponents they have to meet.—Yours, etc.,

QUALIFIED (13/1).

The Problem of Remuneration

SIR.—Reference to the minimum wages payable to chemists and assistants in the Witwatersrand area of South Africa (*C. & D.*, January 2, p. 4) is of much interest to chemist proprietors and the rising generation of chemists at home. It is an economic impossibility for the British chemist to pay the higher wages which the Chemist and Druggist certificate undoubtedly warrants until his own remuneration has been greatly increased. This point, I think, is often lost sight of by those who advocate higher wages. By all means let the standard of wages be raised, but first let us make that possible by increasing our charges to a consistently higher level than at present. Our qualification is in no way inferior to the South African, and, I think, it would be only just to raise our status financially to it. The South African Pharmacy Board has done much good for its members. Is it too much to hope that there may emerge a body able and willing to do the same for the British chemist and druggist? The nine rules laid down by the Pharmacy Board and printed on the same page of the *C. & D.* are all satisfactory.

Yours faithfully,

PROGRESS (12/1).

Bromides

SIR.—We read with great interest Messrs. Whiffen & Sons' letter on the subject of bromides. Our position is on all fours with theirs, but it is historically perhaps rather interesting to place on record the fact that we started the manufacture in 1863, when we produced 158 lb. In ten years this had increased to five tons per annum and in fifteen years to twenty-five tons. We agree with Messrs. Whiffen & Sons, Ltd., that it has been a hard and unprofitable struggle to keep the production of British bromides alive, but we have succeeded, and now we really hope that better times are coming.

Yours faithfully,

HOWARDS & SONS, LTD.,
H. Lloyd Howard, Director.

Ilford.

Chemical Markets During 1931

SIR.—We should like to express our appreciation of the very excellent trade review published in your number of December 26, which, as a record of the year 1931, should be of the greatest interest in the future. As manufacturers of bromides, we particularly appreciate the assistance given in the past year in our fight against the foreign competition.

Yours faithfully,

FOR MAY & BAKER, LTD.,

London, S.W.11. N. G. BLENKINSOP, Director.

Legal Queries

H. S. (8/1).—The title "Female Corrective Mixture" renders the article liable to medicine-stamp duty unless it complies with the conditions regulating the sale of "known, admitted and approved" remedies unstamped by chemists.

L. W. M. (5/1).—What is the minimum amount of wages the payment of which makes it necessary for an apprentice to be insured under the National Health and Unemployment Insurance schemes? [The amount of the wages is immaterial. If the apprentice is in receipt of a "money payment," however small, he must be insured under both schemes.]

M. S. (31/12).—The accepted term of notice in pharmacy for qualified as well as unqualified assistants is one month, irrespective of how the salary is paid, whether weekly or otherwise, and this custom has been upheld by the Courts. Of course, it only applies where no special agreement stipulating other conditions may have been made on engagement.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

W. J. S. (28/2).—DROPSY IN SHEEP.—No doubt the sheep are suffering from ascites, or dropsy, due to bad or insufficient food, wet, cold and exposure. The best treatment is to remove them to more nutritive pastures, well sheltered, in order to keep them warm and dry. Give a generous supply of hay, corn or sheep's food, and add to the food ferri sulphas gr. 30-40, gentian. pulv. gr. 20, daily. It is not easy to save the affected, but by removing the flock to good and dry pastures, combined with good and succulent food, the disease may be prevented. Should any animal require special or individual treatment the following can be given:—

Spt. ætheris nitrosi	...	...	5j.
Tinct. camph. co.	...	...	3ss.
Ammon. carb.	...	...	5j.
Tinct. gentianæ co.	...	...	3j.
Aquam	...	...	ad 5ij.

C. A. L. W. (15/12).—HEADACHE POWDER.—This is a mixture of amidopyrin and sugar of milk. There is a large proportion of the former.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," January 14, 1882

Pounds, Shillings and Pence

An interesting lecture was delivered last month to the Institute of Bankers on "*£ s. d.*; or, the Origin of Pounds, Shillings and Pence," by Dr. John Evans, F.R.S., who is well known as a leading authority in this country on numismatic science. . . . Henry VII coined the first shillings in 1504. Edward VI introduced crowns, half-crowns and sixpences. Mary's shilling bore the effigies of herself and Philip, facing each other, and suggested the famous couplet in "*Hudibras*":—

Still amorous and fond and billing,
Like Philip and Mary on a chilling.

In discussing this paper Mr. Bethel spoke of the origin of the two short lines which cross the *£*. He said it was generally supposed that these were a degradation of a small *s* to represent sterling which had at first been worked into a sort of monogram, an opinion which Dr. Evans confirmed.



[Commenced C. & D., July 5, 1924]

Ytterbium, Yb, is an element of atomic number 70, and atomic weight 173.6. It is one of the rare earth metals and is the type of a group containing the following:—

Element	Atomic weight	Colour of salts
Dysprosium ...	162.52	Green
Holmium ...	163.4	Orange-yellow
Erbium ...	167.7	Red
Thulium ...	169.4	Bluish-green
Yttrium ...	88.9	Colourless
Ytterbium ...	173.6	Colourless
Scandium ...	45.1	Colourless
Lutecium ...	175.	Colourless

The metals of the rare earths are in general trivalent. In their compounds the rare earth metals do not resemble the other trivalent metals; those of the ytterbium group are less basic, and have a closer resemblance to aluminium. The heat of formation of the oxides of the rare earth metals is particularly high—indeed, no metals have a stronger affinity for oxygen. This is especially true for the ytterbium group. The separation of the rare earths from one another depends on the gradation in the basicity of the oxides, the order not being greatly different from the sequence in atomic weights. The oxides of the cerium group are the most electropositive, and a decrease of basicity is observed in the lanthanum group; then yttrium; then the terbium earths; then the ytterbium earths; then scandium and cerium. If a solution of mixed salts is precipitated by small quantities of solutions containing hydroxyl ions, the weakest bases separate first (ytterbium earths); then follow the terbium earths, and then last of all the strongest ones, the cerium earths. If this fractional precipitation is repeated, and the individual fractions again fractionated, the last fractions of the first precipitation being combined with the first of the second, and so on for a long series of reprecipitation, not only can the various groups be separated, but also the individual members of the groups as well. This process has been successfully carried out, especially in the case of the ytterbium group. If the ratio of oxide to sulphate obtained in any precipitate and its conversion into sulphate is not altered by further fractionation, there is no reason to go on with the process.

Yttrium.—See Ytterbium.

Z

Zapote.—See Cevadilla Seed.

Zea Mays (maize) is the well-known cereal largely grown in the United States of America, where it generally bears the name of Indian corn. Maize is largely cultivated throughout most of the warmer temperate regions of the globe, and probably ranks next to rice as the grain which affords nourishment to the largest number of human beings. In Australia and many parts of Africa the climate is favourable for producing Indian corn. In India maize is extensively cultivated, and the cobs are roasted and sold like chestnuts. The immature cobs are sometimes boiled as a vegetable. A fine flour, called cornflour, prepared from the grain, is used as an article of diet. Maize starch (*Amylum*) is official in the United States Pharmacopœia. Corn silk, *stigmata maydis*, mais, are names for the fresh styles and stigmas collected when the corn is in milk and used in the green condition for pharmaceutical purposes. The "silk" of the ear consists of slender filaments of 10-20 cm. in length and 0.4 cm. in diameter, light green, purplish, red, yellow or light brown in colour; the

stigmas are bifid, the segments slender and unequal in length, from 0.4 mm. to 3 mm. Rademaker & Fischer (1886) determined the presence of maizenic acid, a crystalline substance soluble in water, alcohol and ether, resin, fixed oil, sugar and an odorous principle. Corn silk is said to have diuretic and mildly anodyne properties, but probably it is of little value.

COMMERCE.—The United Kingdom is dependent upon foreign countries for its supplies of maize. In 1930 1,700,000 tons to the value of £10,000,000 was imported. While fluctuating consignments come from the United States of America, the bulk of our supply of this cereal comes from the Argentine Republic. The cultivation of maize is gradually increasing in the Dominions. Maize starch for edible purposes arrives in increasing quantities, chiefly from abroad. In 1930 20,000 tons, valued at £246,042, was imported; two-thirds of this came from the United States.

Zedoary.—The rhizome of *Curcuma Zedoaria*, Rosc., a plant of the ginger family, native of the Eastern Himalayas and cultivated throughout India. This drug is the Kachura of Bombay, Krachura of Sanskrit writers, and the Zarimbad and Urukul-Kafur (camphor root) of the Arabians. During the Middle Ages zedoary was introduced into European commerce and was frequently referred to as a medicinal spice. Among other preparations the root entered into the *confectio aromatica* of the London Pharmacopœia. Zedoary is greyish-white externally, heavy, compact, horny internally, having a bitter and strongly camphoraceous taste. The odour resembles that of ginger combined with cardamoms. There are two forms of root, the long and the round, both obtained from the same plant. Allied drugs are yielded by *Zingiber cassimunar*, Roxb., said to afford the zedoria luteum of Pereira, and the *Kampferia rotunda*, Linn. Both these plants afford aromatic roots used in domestic medicine throughout India, but are not general articles of export. Zedoary came originally from the Malabar coast; it now enters commerce from Ceylon via Bombay. The dry rhizome yields 1-1.5 per cent. of essential oil. This is a viscid, oily liquid, greenish-black in reflected light, reddish in transmitted light. The camphor-like odour of the oil is due to cineol. It contains a crystalline substance melting at 142.5 C., strongly dextrogyrate in solution, also a sesquiterpene of a strong pleasant odour characteristic of the drug. The rhizome contains starch 50 per cent., nitrogenous substance 10.86, fixed oil 2.45, sugar 0.84, fibre 4.82, ash 4.39. Zedoary is given for flatulent colic and as a gastro-intestinal stimulant. It is an ingredient in the original Warburg's tincture and in tinctura antiperiodica.

Zeolites.—This name (derived from the Greek *zeo*, I boil) is given to a group of minerals known as the Zeolitic family, from the fact that they melt and bubble up under the blowpipe. They are soluble in mineral acids, most of them gelatinising on account of silicic acid being set free. They are hydrated silicates of alkalis and alkaline earths, usually containing some alumina. They give up part of their combined water with quite moderate drying, but take it up again in moist air. This water does not behave as water of crystallisation, as it shows no definite dissociation pressure, and possibly resembles the water in the gel of silicic acid. These minerals are generally found in amygdaloidal cavities or in fissures of basalt, porphyrite, etc., and occasionally in granite, gneiss, and other crystalline schists and metamorphosed rocks, apparently having been deposited from slowly percolating water. Rarely, they are found in veins. Their crystalline form is very varied, from fine needles to large flat plates. Many of them have been described and mineralogical names assigned to them.

Zero.—The temperature marked "0" on a centigrade thermometric scale (=32° F.), and found by observing the height of the mercury or other indicator in the stem at the temperature of melting ice at ordinary atmospheric pressure. The zero of mercury thermometers is liable to change, and in scientific work must be reascertained from time to time or old instruments must be discarded. The word is also applied to the

The C.&D. Commercial Compendium

mark indicating this temperature on the thermometer. The defects of mercury and those of alcohol as indicators in thermometers have led to the evolution of the constant volume gas thermometer, the pressure of a gas in which yields a standard scale of temperatures. (See Temperature.) The gases used are nitrogen, hydrogen or helium, according to the range of temperature in which a particular experiment is conducted; the theoretical correction required in each case is very small. The etymology of "zero" is from the Arabic *cifr* (=cipher). *Absolute zero* is usually taken as -273°C. , but is more accurately fixed at -273.1°C.

Zinc. Zn, is a metallic element with atomic weight 65.37. It has s.g. 6.9-7.15, m.p. 412°C. , b.p. 1040°C. Its valency is two, its place in the periodic system is between magnesium and cadmium in the magnesium family, and it is in the copper series. It is a bluish-white metal, somewhat brittle in its commercial form below 149°C. , breaking with a crystalline fracture, but when pure is malleable at all temperatures. It is obtained principally from zinc blende, a sulphide ore found largely in Missouri, on the Continent and in England, and from calamine, a carbonate ore found in Spain and U.S.A. It is also found as silicate and as the red oxide. The first step in obtaining the metal is heating to obtain the oxide. This is then mixed with coal and heated in a retort, the zinc being obtained as vapour, condensed to liquid form and moulded. It is only slightly affected by weather conditions, as it forms a protective coating of a basic carbonate. It is used largely in sheet form for gutters, etc., and for galvanising iron. This is done by cleansing the iron (by dipping in dilute sulphuric acid) and then dipping in melted zinc. Sherardised iron is produced by covering with zinc dust and baking. Zinc is also largely used for making brass and other alloys. It burns in air, giving off dense white fumes of zinc oxide (ZnO), which is widely used as a pigment under the name of Chinese white. The oxide and hydroxide are both basic, and give salts with acids; treatment with excess of sodium hydroxide, however, gives sodium zincate (Na_2ZnO). The production of green cobalt zincate on heating with a cobalt salt is a test for zinc. Zinc sulphide, obtained by precipitation of a zinc salt with ammonium or hydrogen sulphide, is used admixed with barium sulphate as a non-poisonous white pigment (lithopone).

Zinc Acetate, $\text{Zn}(\text{C}_2\text{H}_3\text{O}_2)_2 \cdot 2\text{H}_2\text{O}$, is a salt of zinc official in the British and other pharmacopœias. It may be obtained by neutralisation of a solution of acetic acid with either carbonate or oxide of zinc. The resulting solution is crystallised, and the salt can easily be obtained in a state of considerable purity up to 99.5-99.8 per cent. It forms thin, glistening plates, without colour, or sometimes monoclinic prisms. Minute traces of acetic acid are often retained, so that the salt will have a faint acetous odour and reddens litmus paper. If the crystals are exposed to the air, acetic acid is gradually lost and the salt becomes basic, when it will not dissolve completely in water. The same thing happens when the aqueous solution is boiled, so that a deposit gradually forms. On heating it is decomposed into zinc oxide, water, acetic acid and acetone being evolved. It is employed to some extent as an astringent lotion in ophthalmic cases, and in certain stages of gonorrhœa. Zinc sulphate, however, is usually preferred for the purpose. It is not given internally, except in rare cases as an emetic.

Zinc Bromide, ZnBr_2 , may be prepared from zinc and hydrobromic acid, or by substituting zinc oxide for the metal and keeping the solution slightly acid. It forms whitish deliquescent crystals having a salty astringent taste. It was advocated for use in epilepsy, but showed no superiority over other bromides devoid of astringency. The dose is from 2 to 5 gr.

Zinc Carbonate.—A hydroxycarbonate of the formula $\text{ZnCO}_3(\text{ZnO} \cdot \text{H}_2\text{O})_2$. It is prepared by precipitating a

solution of zinc sulphate by sodium carbonate. The above formula is not strictly accurate, as the relative proportions of carbonate and hydroxide vary a good deal according to the exact manner of the precipitation. It is possible that it is really only a more or less indeterminate mixture of the two salts. It is used as a dusting powder, or in the form of a lotion, as a substitute for zinc oxide.

Zinc Chloride, ZnCl_2 , may be prepared by the reaction between zinc and hydrochloric acid; the solution is evaporated to solidify and the product is fused into pencils or other suitable shapes. It is very deliquescent, and should be kept in bottles, the stoppers of which have been lubricated with a trace of soft paraffin. It is a powerful caustic and penetrates deeply at the point of application. A solution having double the specific gravity of water is sometimes used as a disinfectant. The chloride is the most astringent of the zinc salts, and readily combines with protein to form insoluble substances. Its powerful dehydrating action makes it a useful substance in organic chemical reactions. Lotions and drops of zinc chloride are used for their antiseptic and astringent properties, varying from 1 gr. in 5j. of distilled water for ophthalmic use up to 1 in 50 for other forms of irrigation. Zinc chloride is also used as a soldering agent, but generally it is made extemporaneously by dissolving zinc in hydrochloric acid, when the term "killed spirits" is applied. In the treatment of poisoning by zinc chloride the stomach pump is inadmissible; plenty of water containing sodium carbonate should be given, and later milk and egg albumen. If much pain is present $\frac{1}{2}$ gr. morphine sulphate may be given.

Zinc Chloride: Sale.—Zinc chloride and liquid preparations of it are included in Part II of the Poisons Schedule (Poisons and Pharmacy Act, 1908). Exception is made for preparations containing zinc chloride intended to be used for soldering or other industrial purposes, providing they are contained in closed vessels labelled with the word "Poisonous," the name and address of the seller, and a notice of the special purpose for which the preparations are intended to be used.

Zinc Iodide, ZnI_2 , is prepared by digesting zinc with iodine and water until the practically clear liquid is colourless. The filtered solution is evaporated to dryness at a low temperature. It can also be prepared by dissolving zinc oxide in hydriodic acid. It is used to a small extent in medicine, chiefly in epilepsy or in syphilitic affections of the nervous system. It has no commercial use.

Zinc Oleate.—Prepared by precipitating a solution of sodium oleate with the calculated quantity of zinc sulphate. For the commercial product, a solution of hard soap is suitable, the product being known as Shoemaker's zinc oleate. It is used in the form of an ointment (with a paraffin basis) in skin affections, and also as a dusting powder mixed with starch and boric acid.

Zinc Peroxide, ZnO_2 , may be prepared by interaction of an ammoniacal solution of zinc hydroxide with solution of hydrogen peroxide. It is a yellowish-white powder with many of the characteristics of zinc oxide, but is more satisfactory as a deodorant owing to the available oxygen. It is used for cleansing wounds, but shows no advantage over hydrogen peroxide. It is useful as an addition to dusting powders; when mixed with hydrocarbon fats, however, it is no improvement on zinc oxide.

Zinc Stearate is prepared by treating a soluble zinc salt with a solution of sodium stearate, the product containing varying proportions of zinc palmitate. It is a white, amorphous powder, suitable, when mixed with starch or boric acid, to be used as a dusting powder for skin infections and inflammatory surfaces; also with soft paraffin in 10 per cent. strength as a protective ointment in skin affections. A zinc stearate containing 13.0-15.5 per cent. of zinc oxide is official in the U.S.P.

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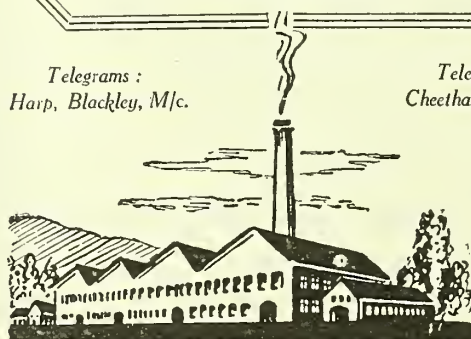
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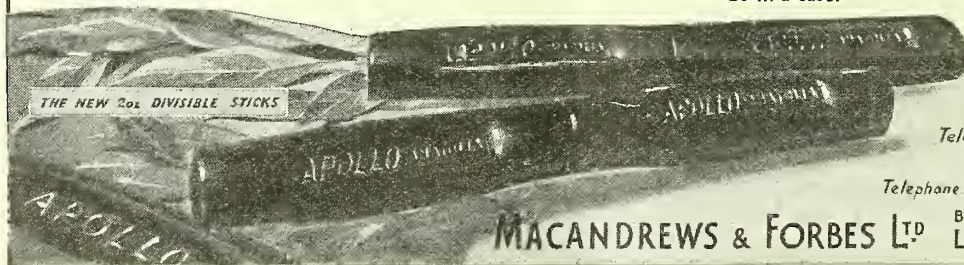
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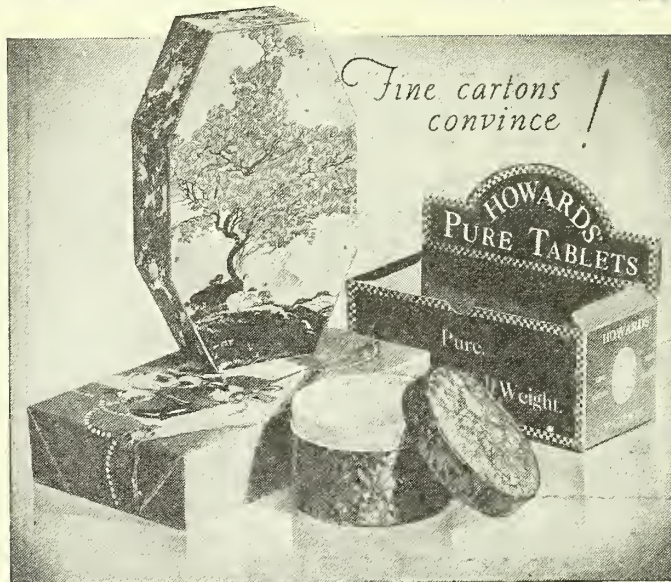
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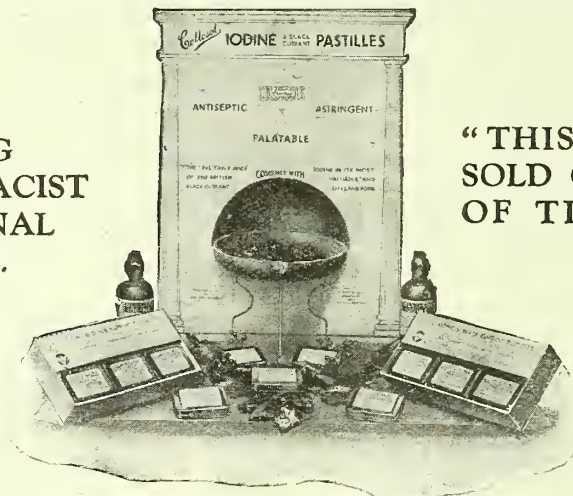
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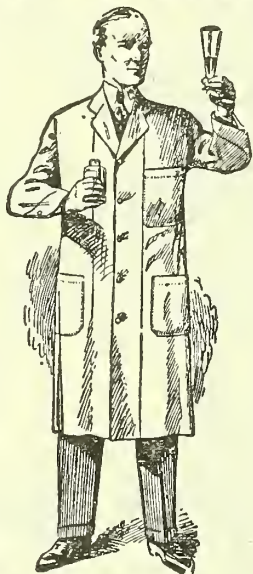
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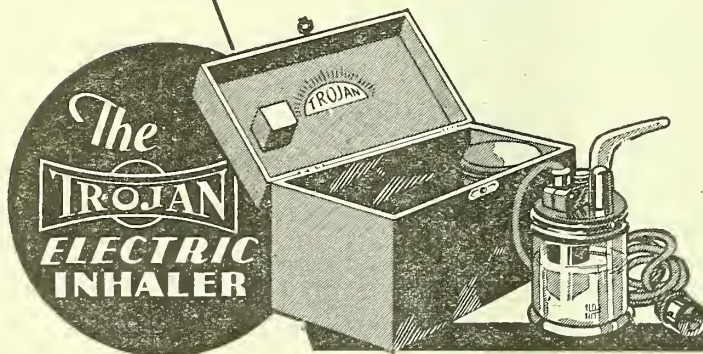
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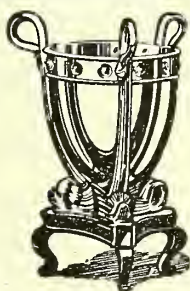
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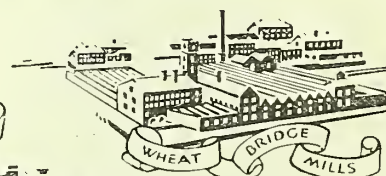
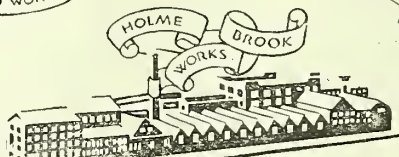
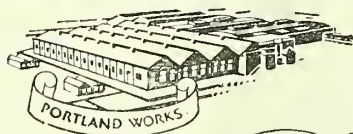
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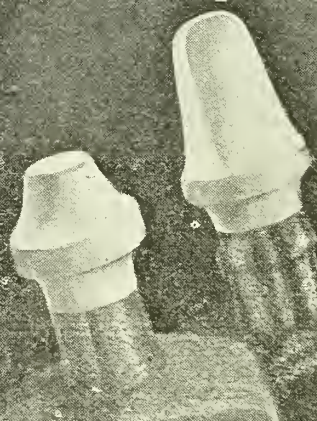
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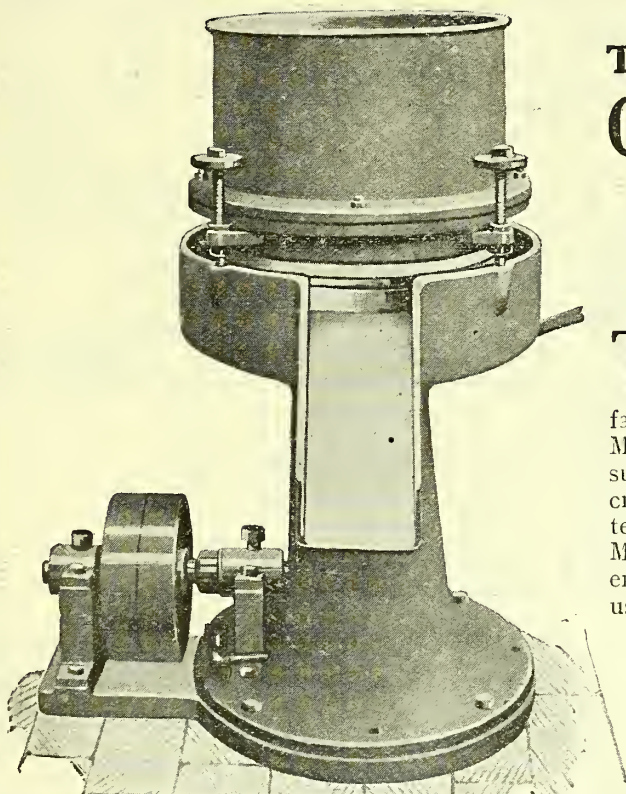
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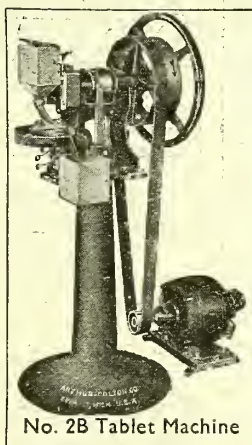
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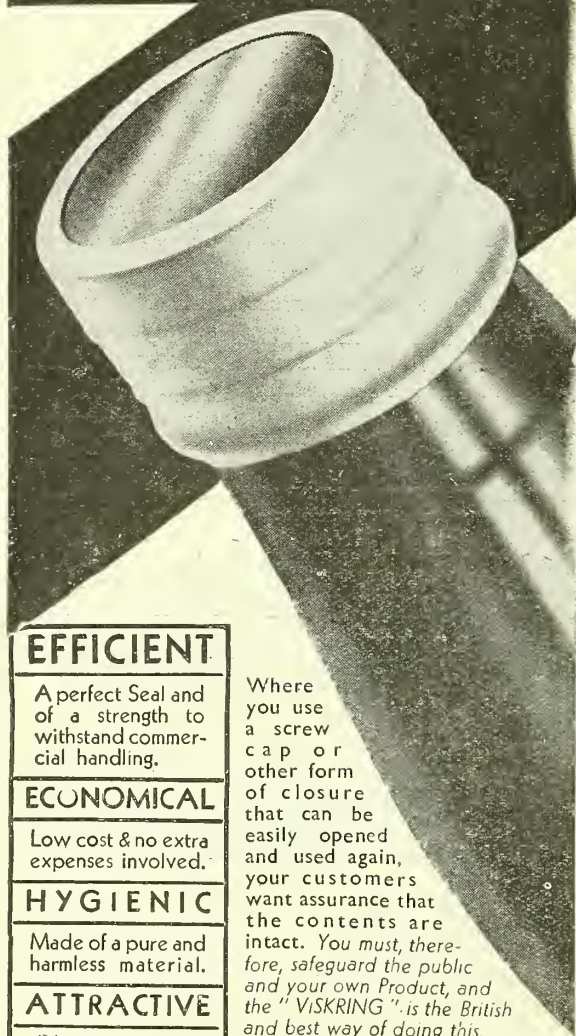
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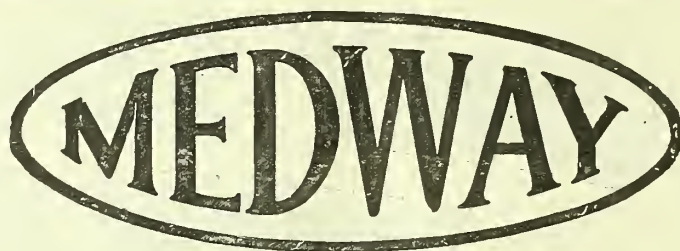


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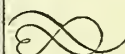
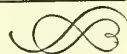
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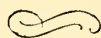
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THE CHEMIST AND DRUGGIST SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

JANUARY 16, 1932.

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

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ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

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2.—LIVERPOOL STREET (Near).—General Retail and Dispensing Business, with Homeopathic, both retail and wholesale; established a century; returns between £3,000-£4,000 per annum; has done more, but has been somewhat neglected; gross profit 60 per cent.; rent £500; renewable lease; price for quick sale £1,250, or nearest offer.

3.—LONDON, N.W.—General Retail and Dispensing Business, with Kodak Agency and Post Office; returns about £40 weekly at usual prices; P.O. shows £100 net profit per annum; lock-up shop; rent £100 inclusive; 14 years' lease; offers invited.

4.—CROYDON.—Good-class Retail and Dispensing Business, capable of increase; returns last year about £1,500 at good prices; double-fronted shop, well fitted and stocked; comfortable living accommodation; new lease will be granted; part-payment entertained. This business is known to us and we can recommend it as being thoroughly bona fide.

5.—TOOTING.—Retail and Dispensing Business, with Kodak Agency, situate in good residential district; established many years; returns about £1,000; scope for increase by the addition of Optics; six-roomed house; rent £40 quarterly, inclusive of rates and taxes; sub-let 48s. weekly; price about £700.

6.—WESTERN SUBURB.—Family Retail and Dispensing Business, with Kodak Agency; returns last year £1,850, with net profit £450; double-fronted shop, well fitted and stocked; five-roomed house, with bathroom; rent £100; long lease; price asked £1,150; valuation terms entertained.

7.—LONDON, E.C. (Death Vacancy).—General Retail Business; returns last year £1,325, with net profit between £350 and £400; stock worth £350; rent £165 per annum; price to be arranged.

56 LUDGATE HILL, E.C.4

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8.—BOURNEMOUTH (Death Vacancy).—General Retail and Dispensing Business in commanding position; returns approximately £3,000 per annum; scope for large increase; gross profit £1,450; upper part let off; price to be arranged.

9.—WORTHING (Near).—Medium-class General Retail Business, with N.H.I. and Photographic; returns last year £1,613, increasing; vendor estimates the stock and fixtures to be worth £720; good living accommodation; private entrance and small garden; rent £35 per annum; held on lease; price £1,100; good reason for sale.

10.—SOUTHAMPTON (Near).—General Retail and Dispensing Business; returns average £1,850 per annum, with net profit £400; double-fronted shop; living accommodation; price of property £1,750; part can remain on mortgage; price of business £1,050.

11.—WEST OF ENGLAND.—Country Retail and Dispensing Business, with round; delightfully situated in rural area 17 miles from sea; returns last year £1,800, with net profit about £490; scope for further increase; rent of shop, 11s. weekly; rent of house, £50 per annum; price £1,000.

12.—EASTERN COUNTIES.—Good medium-class Retail and Dispensing Business; returns for 1931 will exceed £3,000, with net profit about £750; corner shop; splendid living accommodation; rent £90 per annum; long lease; price £2,600; further details on receipt of bankers' reference.

13.—SOUTHERN COUNTY.—General Retail and Dispensing Business, with Kodak Agency and small Optical connection; returns last year £2,550; gross profit 40 per cent.; double-fronted shop; living accommodation; reasonable rental; long lease; terms: valuation of stock and fixtures, plus £500 for goodwill; Optical stock need not be taken over unless required.

14.—KENT.—Cash Retail and Dispensing Business, with good Prescribing and Optical; returns £30 weekly; Optical £10; audited accounts; six-roomed house; rent £85 per annum; new lease; price £900 or offer.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

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(One minute from St. Pancras and King's Cross Stations.)

1.—WEST MIDLANDS.—Well-established Light Retail in good market town; returns average £3,200; good profits; stock and fixtures worth £1,500; price £2,250.

2.—WINCHESTER.—Good-class Retail and Dispensing, with small Optical connection; returns £2,560; net profit £550; two assistants kept; large house and pharmacy; long lease; price £500, plus valuation of stock and fixtures.

3.—SOMERSET.—Unopposed Country Retail; no side lines; pleasantly situated; returns £1,800; good profits; good house available; stock worth £450; price £1,000, or valuation terms arranged.

4.—HERTS (Few Miles Out).—Light Family Retail, with Kodak Agency; returns over £1,500; net profit about £450; good stock; price £850; recommended.

5.—WORTHING (Near).—Medium-class Business; easily worked, showing steady increase; returns £1,600; net profits £490; low rent; house attached; price £1,100.

6.—KENT.—Well-established Chemist-Optician Business; Chemist's returns £50 weekly; Optical, £10 weekly; good profits; self-contained flat over; stock worth £560; price £950, or offer.

7.—LONDON, N.W.—Profitable Cash Retail, neglected; returns £30 to £35 weekly, was doing over £40; corner shop; low rent; valuable lease; price for quick sale £1,300.

8.—ESSEX SUBURB.—Sound Light Family Retail, in unique position; returns over £2,200, increasing; net profit £585; large house; long lease; price £1,750, or close offer.

9.—STREATHAM (Near).—Good middle-class Retail; easily worked; scope for increase; returns over £1,200; net profit £360; beautifully fitted shop; good stock; price £850.

10.—LONDON, N.—Working-class Cash Retail; main road position; returns £1,300; net profit over £400; good house; low rent, on lease; splendid stock; price £700, or offer.

11.—BRITTON.—Good-class Drug and Photographic Store; returns average £15 weekly; splendid chance for Chemist; main road position; stock and fixtures worth about £400; price £500.

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1.—LONDON, N.W.—General Retail and Dispensing Business, with Kodak Agency. Returns approx. £900. Gross Profit 45 per cent. Rent, inclusive of Rates, £83 p.a. Sublet £65 p.a. Vendor has good reasons for disposal. Further particulars on application (52).

2.—HENDON, N.W.—For immediate disposal, well-established Family Retail and Dispensing Chemist's Business, situate in thickly populated district, with P.O. attached. Lease 15 years to run at £100 p.a., exclusive; Further particulars on application.

3.—LONDON, S.E.—For immediate disposal, small Wholesale Manufacturing Chemist's Business. Premises on monthly tenancy. Lease will be granted. Returns £2,160 p.a., run with small staff. Opportunity for person with small capital. (65.)

4.—LIVERPOOL.—Recently opened retail business in City. Turnover £9 per week. Stock £475. Fixtures and Fittings £46 approx. Rent £125 p.a.; Rates £90 p.a.

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Correspondence is invited from prospective purchasers relative to the following businesses for disposal:—

(C1) BERKSHIRE (NEAR LONDON).—Old-established pharmacy occupying leading position; average returns, £4,000-£4,500 per annum; audited accounts available; further particulars to bona fide prospective purchasers upon application. (Visited and recommended.)

(C2) WARWICKSHIRE.—Pharmacy well situated in middle-class residential area; net profits (certified), approximately £500 per annum; returns upwards of £45 weekly; good living accommodation. (Visited and recommended.)

(C3) SOUTH-WEST—INDUSTRIAL TOWN.—Recently established pharmacy situated in main thoroughfare; returns during past twelve months have averaged £60-£80 weekly; excellent living accommodation with all modern conveniences; moderate rental on long lease; well stocked and beautifully fitted; good reasons for disposing; further particulars will be supplied in strict confidence to bona fide prospective purchasers, on receipt of Bankers' or other satisfactory references.

(C4) MIDDLESEX.—Modern pharmacy with small optical connection, well designed and fitted; main road situation; excellent scope for considerable increase; returns for last financial year, upwards of £2,350; moderate rental on long lease; reason for disposal, on account of contemplated retirement. (Visited and recommended.)

(C5) EASTERN COUNTY.—Old-established agricultural business doing over £4,000 per annum; property also for disposal, including good house; preliminary information in strict confidence will be followed by further necessary details, in cases where the business is of interest, and facilities for personal investigation arranged in due course; interested applicants should indicate approximate capital sum available.

(C6) LONDON, S.W.—Old-established retail and dispensing business, well situated in high-class residential district; present returns approximately £2,500 per annum; net profits, £600; good living accommodation. (Visited and recommended.)

(C7) LANCS.—Good retail business, with small optical connection; returns (certified) for 1931 financial year, £1,550; net profits, £425; rent £35 per annum on long lease; no near opposition; good scope for further increase and development.

(C8) PEMBROKESHIRE.—Drug Store, splendidly situated in main thoroughfare; returns for 1930, £1,336; good living accommodation, with garden; rent, £75; lease by arrangement; little opposition; exceptional scope for increase under qualified proprietorship; low purchase price; trial if desired.

(C9) MERSEYSIDE.—Old-established pharmacy with no near opposition; good living accommodation; average returns for last 3 years, approximately £1,700 per annum; further particulars to bona fide prospective purchasers upon application.

(C10) SOUTHERN COUNTY—CATHEDRAL CITY.—Old-established high-class family and dispensing business; returns for last financial year upwards of £2,550; net profits, £550-£600; excellent living accommodation; long lease at moderate rental; pharmacy well stocked and beautifully fitted; purchase price, goodwill, £500; stock and fixtures at valuation; sound genuine business. (Personally visited and recommended.)

(C11) KENT (COASTAL TOWN).—Pharmacy with optical connection, splendidly situated in busy thoroughfare; present returns nearly £2,000 per annum and increasing; well stocked and fitted; living accommodation available; owner disposing on account of health trouble; reasonable purchase price, part of which can remain if desired.

(C12) LONDON, EAST.—Good retail business, mostly cash trade; returns for last financial year approximately £1,850; net profits approximately £600; N.H.I. Dispensing (400-500 scripts monthly); and increasing; rent, £35 on long lease; accountant's figures available; purchase price, £1,200 or near offer.

(C13) LONDON, EAST.—Established retail and dispensing business, with good living accommodation; turnover approximately £2,300 per annum; net profits, £600; rent, £120; lease to suit purchaser. (Visited and recommended.)

(C14) LONDON, N.W.—Old-established chemist's business situated in growing residential area; net profits exceed £350 per annum, with good prospects of early increase; low overhead charges; purchase price approximately £700. (Visited and recommended, particularly to beginners.)

(C15) LONDON, S.W.—Good retail and dispensing business doing approximately £25 weekly; rent, £100 per annum; lease 17 years unexpired; good living accommodation; scope for increase; purchase price for quick sale, £850. (Visited and recommended.)

(C16) NORFOLK.—Old-established pharmacy for disposal on account of contemplated retirement; double-fronted premises with excellent living accommodation; returns for 1930-31, approximately £2,000; chartered accountant's figures available; genuine proposition, capable of every investigation. (Visited and recommended.)

(C17) NORTH MIDLANDS.—Recently established pharmacy, occupying leading position in centre of small market town; owner disposing solely on account of unforeseen domestic circumstances; average turnover approximately £40 weekly, and increasing; moderate rental; 21 years' lease; exceptional opportunity. (Visited and recommended.)

(C18) PORTSMOUTH (NEAR).—Old-established retail and dispensing business with good toilet and photographic trade; returns (certified) for 1930-31 financial year, £2,560, with good scope for increase under personal proprietorship; owner disposing solely on account of other interests. (Visited and recommended.)

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N.I.—Optical business, estab. 12 months, returning already £400 p.a., long lease at low rental, owner going abroad, £250 a.a.
 Also Chemists' businesses, all sizes and districts. Enquiries promptly dealt with. *Valuations for all purposes personally conducted in all parts of the British Isles at moderate fees.*

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Bournemouth (£500).—An opportunity occurs for a Chemist with vision and energy to secure a business which is stated to have done £3,000 per year for about half the actual value of stock and fittings; these are estimated at over £1,000, and £500 (or near offer) would be accepted for a quick sale; there is a long lease at £150. This proposition should be ideal for a purchaser who is go-ahead and can wait a little for results. The shop is spacious and elegantly fitted and only needs good personality to make it one of the best in a very busy shopping area. Ernest J. George, Tudor House, Walsall.

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Brighton.—Good-class Pharmaceutical Chemists for Sale in main thoroughfare, near sea, midst Corporation improvements: well-fitted shop and dispensary; flat over if required; turnover £28 week, with considerable scope to increase for qualified man; urgent private reasons; exceptional terms; valuation only. Albert Prior, 23 Ship Street, Brighton.

Cardiff.—For Sale, a Family, Prescribing and Photographic Business, established under same proprietor 54 years; in main thoroughfare; Ucal Agency; excellent opportunity for enterprising young man; small but profitable turnover; district in need of high-class Optician; good residence, house and business for sale together or lease. 113/19, Office of this Paper.

Kentish Coast (vendor retiring).—Exceptional and genuine offer, good-class Chemist's Business; unopposed; well established; returns past 3 years average £1,850 yearly, auditor's figures; scope for increase; well fitted and stocked; nice living accommodation with all conveniences; price for business £1,050; valuable property (vendor's own) may be purchased, if desired, for a further £1,750; part cash, can remain on mortgage; "bona-fide clients only entertained." Brierley, Chemist-Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 1913.)

Kent.—Chemist and Optical Business for disposal; main road; separate Optical Department and waiting room; steady N.H.I. and J.C.Q.O.; last year's chemist's returns £15,000, optical returns £550, audited accounts, available for inspection; rent £85; rates £50; self-contained all electric flat, 6 rooms, bath, etc., over shop; 18 years' lease; R.P.U. stock £560; illness cause of sale; price £950, or open to offer, or consider terms. 115/29, Office of this Paper.

London (Residential Suburb).—Sound Business for Sale; turnover, average for last three years, approximately £4,000; good situation on main road; corner shop; low rent; long lease; established about 40 years; good investment for cash buyer. Write "Halex," 34 Marksbury Avenue, Richmond, Surrey.

London, E. (main road).—Chemist's Shop and House, 7 rooms, etc.; modern front and excellent fittings; returns £1,500; rent £120; lease 19 years; price £850; stock at valuation. 114/22, Office of this Paper.

Mid-Wales.—For Sale, Pharmaceutical Business; established over 80 years; good Agricultural and Veterinary connection; Rexal, Ucal and Kodak Agencies, and Wine Licence attached; good position main street; takings about £50 week, which can be increased; stock and fixtures at valuation, plus small goodwill; lease of business premises can be arranged. Apply 196/942, Office of this Paper.

Norwich.—Business for Sale, centre of city; fine corner shop; reasonable figure; low rental of £100 per annum accepted. 32 St. Andrew's Street, Norwich.

Plymouth.—Middle-class Retail Business, with good Prescribing and Photographic trade; N.H.I.; lock up shop; rental £1 weekly; returns average £15 per week; have been more and could be increased in energetic hands; a bargain for quick sale; stock and fittings worth more than price asked; £450 cash; good reason for sale. 114/35, Office of this Paper.

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"Expert Service, Quick Results."

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S.W. (good position).—Drug Stores and Photographic Dealer; Kodak Agency; double-fronted shop, three rooms; good trade; first-class fittings; moderate rent on agreement; price £550, all at. Porter, 105 Peckham Road, S.E.15.

Drug Stores.—North London; two rooms, scullery, yard; rent £8 month inclusive; guarantee over £7 week clear profit; trial given; price £150 for stock, fixtures, goodwill and agreement. Also Drug Stores, London, W.C.; two rooms, large basement, yard; rent £5 10s. month inclusive; been neglected; price £65 stock, fixtures, goodwill. Apply "Mandrake," P.C.B. 20/37, Office of this Paper.

For immediate disposal, the goodwill and effects of an old-established Business, manufacturing Magnetic and other Appliances. Full particulars on application to R. G. Brake, 19/21 Queen Victoria Street, London, E.C.4.

Good Retail, Dispensing and Prescribing Business. Kodak Agency, good opening for Optic, in a nice S.W. residential district; price about £650 for long lease, fixtures, goodwill and stock; disposing of business compulsory owing to ill-health. 114/19, Office of this Paper.

Handsomely fitted and well-stocked Pharmacy in S.E. London; good-class suburb; very profitable Dispensing and Retail business; excellent house, garden, etc.; long lease; low rental; main road; price £1,500, or near offer; part payment entertained; references required. "A1," 115/7, Office of this Paper.

Old-Established Business for Sale; long and valuable lease; corner site in very busy thoroughfare; taking approximately £4,000; average net profits, after allowing management, etc., £400 per annum; large N.H.I. Optical Department recently opened; district South-West; particulars to principals only. 114/28, Office of this Paper.

Old-Established Business, Agricultural and general; owner retiring. Skidmore, Chemist, Nantwich.

River Resort.—High-class Chemist's with Circulating Library; valuable lease; rent £100; rates £26; turnover £2,000 per annum; wide scope for increase; excellent stock and good mahogany fixtures; modern shop; Kodak Agency; living accommodation; price £1,800, or on valuation terms. 114/9, Office of this Paper.

£85.—DRUG Store for Sale, working-class neighbourhood, S.E. London; good opening for N.H.I.; low rent; nicely fitted and good clean stock. 113/13, Office of this Paper.

£850 SECURES a well-stocked and beautifully fitted shop with a turnover of £1,200, long lease, and house, in thickly populated middle-class district in S.W. London; there is every prospect of continued increase in the turnover, as the position of the shop is good. Further details from 115/3, Office of this Paper.

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Imposing, up-to-date modern Shop with two upper floors; unrivalled position main street of thriving market town 38 miles north London; unique opportunity for Chemist; only one other in the town; to Let £95 per annum, or near offer; immediate possession. de Beer & Son, Bishop's Stortford.

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Addlestone, Surrey.—Attractive Shops in centre of busy and rapidly growing district; excellent opportunity for Chemist Shop (no restrictions); good living accommodation; for sale or to be let on lease. Apply Smith Bros., Claremont Works, West Byfleet, Surrey. Phone 264.

Stratford.—Freehold investment. Attractive Shop and Premises, let to an old-established Chemist on 14 years' lease, producing a net income of £159 6s. 2d. per annum, to be sold by Auction at the Princess Alice Hotel, Forest Gate, by T. H. Lethaby & Co., 238 Romford Road, E.7.

BUSINESSES WANTED.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

Bournemouth or Southsea Areas.—M.P.S. desires to purchase Business in above districts; cash waiting. Replies treated confidentially. Bankers' references given. Neglected or Drug Store might suit if possibilities. Alternatively advertiser, who is well known in the drug trade, would be pleased to consider Partnership or Directorship in limited company. 3 Marine Terrace, Southsea.

Liverpool or District.—Business required, if possible with living accommodation; purchase of property considered if reasonable; cash transaction for suitable proposition. All replies treated as strictly confidential. 197/979, Office of this Paper.

Manchester.—Good, sound Business required immediately for cash; turnover £1,500 upwards. Send fullest particulars as to returns, profits, lease, etc. Replies treated in strict confidence. 197/978, Office of this Paper.

Orridge & Co. are in immediate need of several Retail Businesses in London, Midlands and Southern Counties, returning upwards of £2,500 per annum; strictest confidence observed; cash buyers waiting. Address 56 Ludgate Hill, E.C.4. Telephone: City 2283.

Pharmacist, 30, recently returned abroad, requires position in good-class Pharmacy, London or suburbs, with view to purchasing same on suitable terms; thoroughly experienced; salary secondary consideration. 115/58, Office of this Paper.

T. & E. Hutchings, Ltd., 60 Nunhead Lane, S.E.15, are desirous of purchasing a Business, preferably in S.E. London; unqualified Drug Stores entertained if opportunity for N.H.I. Dispensing, etc.

Unqualified wishes to Purchase Drug Store, Herbalist or Cash Retail Business. Please give full particulars (in confidence) in first letter. Immediate cash available for genuine concern. Apply Munday, 116/18, Office of this Paper.

Wanted, Business, situated London area, capable of improvement; preferably one neglected. Replies treated in strictest confidence. 116/5, Office of this Paper.

AGENCIES.

Export Sales.—Keen and economical direct representation abroad is offered to highly reputable producers of Toilet and Washing Soap, Face Powder and Patent Medicines by Englishman having long and successful selling experience in South American and Eastern markets; he will arrive home in early January. Write Box 964, Sells Advertising Offices, Fleet Street, E.C.4.

Sales Promoter, covering all Ireland by car, is open to represent British Manufacturer on commission basis; definite sales policy gained by study and practical experience is at the disposal of firm of repute; thoroughly conversant with Customs Regulations; only solvent chemists called on. 113/20, Office of this Paper.

PARTNERSHIPS.

A GOOD opening for an enterprising Chemist or Ocnlist as partner on agreeable terms; the premises at present occupied by Orthopedist and Chiroprapist on lease, situated at centre of town, main thoroughfare; redecorated inside and out. Apply 115/11, Office of this Paper.

Gentleman (young), retired, would like to meet a gentleman Chemist in Partnership; 16 years as a Drug Store proprietor in own business; sold out a few years ago, wishes to restart retail business again as Store Chemists in Northumberland; wants a real live partner like myself; particulars and experience. 113/33, Office of this Paper.

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Apprentice required; salary 15s. first year; month's trial. Latter's, Ltd., 46a St. George's Road, S.E.1.

Young lady (20), passed Part I, requires Apprenticeship with London Chemist, Shervill, 68 Rodenhurst Road, S.W.4.

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SALE ROOMS, 5 LITTLE BRITAIN (close to G.P.O.), LONDON, E.C.1.

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Will Sell by Auction, as above, WEDNESDAY NEXT at ONE o'clock.

On View day prior. Catalogues on application.

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THE COUNCIL invites applications from women (widows or single) over 25 and under 40 years of age for the appointment of Clerk-Dispenser, Maternity and Child Welfare Centre, at a salary of £165, rising by £15 per annum to £255 per annum.

Candidates must hold the Minor certificate or the Assistants' certificate of the Society of Apothecaries. The appointment will be subject to the Council's Superannuation Acts, and the successful candidate will be required to pass a medical examination.

Applications, on forms which will be forwarded on receipt of a stamped addressed envelope, must reach me at the Town Hall, Bethnal Green, E.2, by 10 a.m. on Monday, 1st February.

Canvassing will disqualify.

DAVID J. KEEP,
Town Clerk.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

Scarborough.—Qualified Assistant wanted; one capable of taking charge. Apply, stating age, experience, references, and salary required, to R. W. Holmes, "Semloh," Scalby Road, Newby, Scarborough.

Stoke Newington.—Young lady, unqualified, for Stock and Counter. Please give full particulars in first letter. Apply 115/40, Office of this Paper.

Assistant wanted, qualified, to assist at any one of three shops, dress windows, get stock together for them and take temporary charge of any one; state age, height, salary (outdoors), send copy of references. Dennis, Chemist, Northampton.

Dawsons Chemists, Ltd., require the services of a qualified man. Apply with full particulars to 257 High Street, Ponders End, Middlesex. Telephone: Enfield 0076. Applications not answered in three days respectfully declined.

Drugs, Patent Medicines, Etc.—Qualified man or woman to take charge of Drug section; previous experience in buying and selling and first-class references essential. Apply personally, or if by letter, state age, experience and salary required, to Staff Manager, Bentalls, Ltd., Kingston-on-Thames.

Fully-qualified Managing Chemist (male) required (Optical qualifications will be an added recommendation) for a rapidly growing business. Full particulars as to age, qualifications, actual experience, present position, and salary required, by letter only to Managing Secretary, Ipswich Industrial Co-operative Society, Ltd., 38 Carr Street, Ipswich. Endorse envelope "Chemist."

J.C.Q.O. OPTICIAN work up new connection; general particulars, salary, etc. 113/14, Office of this Paper.

Junior Assistant, male, outdoors. State particulars and remuneration required. Applications not answered before January 20 respectfully declined. Huggins, 29 Rectory Road, Stoke Newington, N.16.

JUNIOR Assistant, male, aged 19 to 22, required early in February for high class business near London; must be of smart appearance and an accurate Dispenser. Apply, with full particulars, 114/25, Office of this Paper.

JUNIOR or Improver for good-class Agricultural and Family business; must be accustomed to Window-dressing and Dispensing; careful and tidy Stock-keeping. Full particulars in first letter of experience and wage expected. Applications unanswered in four days respectfully declined. 114/40, Office of this Paper.

QUALIFIED Manager required for up-to-date Store business in London. Applicants must have had previous managerial experience, good organiser, and not afraid of work. Please give particulars of experience, age, when at liberty, and wage required to 111/15, Office of this Paper.

QUALIFIED Chemist and Optician on J.C.Q.O. required as Manager for Drug Department, established November, 1929; must be a thoroughly capable man, experienced in every branch. Apply, by letter, stating age, experience, wages required, and enclose two copies of recent testimonials, not later than January 18, to Secretary, Cleecheaton Industrial Co-operative Society, Ltd., endorsed "Pharmacy."

QUALIFIED Assistant wanted at once; age about 28; single preferred, as no house available; state age, height and salary required; enclose photo and copies of references; preference given to man anxious to settle down. W. Lincoln, Cambridge Road, Ely, Cambs.

QUALIFIED Assistant required for Kent. Write, giving full particulars of age, height, experience, and salary required, if possible enclosing a photograph, to Manager, E. Bing & Son, 41 St. George's Street, Canterbury.

QUALIFIED Assistant wanted; age about 25 years; good Salesman and Window-dresser and able to take charge. J. M. James, 161 Goldhawk Road, W.12.

REQUIRED, energetic qualified Manager to take charge of branch shop in a chain; must be capable business builder; salary, bonus, dividends on investment £300 preference shares; opportunity sharing manufacturing and wholesalers' profits. P.C.B. 20/30, Office of this Paper.

WANTED, qualified Assistant (male), about 24, for quick Dispensing, mainly Panel, and general Counter work; knowledge of Photography preferred. State experience and salary required. Write R. T. Jennings & Son, 487 Wandsworth Road, S.W.8.

WANTED, qualified Manager for business in Middlesex; married man preferred. Apply, stating experience, age, and salary expected, to 197/981, Office of this Paper.

WHOLESALE.

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

LONDON Wholesale Druggists require a Works Chemist, used to testing Drugs and Chemicals and doing Alkaloidal Assays and Spirit Strengths; previous Wholesale experience essential. Apply, stating remuneration required, to 197/975, Office of this Paper.

ADVERTISING Assistant wanted by Wholesale Chemists for trade and medical printed matter; previous advertising experience preferable; age about 25 to 30; qualified or unqualified. State salary required and experience to 197/971, Office of this Paper.

AGENTS or Representatives, calling on Wholesalers and Hospitals, wanted to carry Surgical Dressings for well-known British manufacturer on commission basis; ground to be covered, England, North, Midland and South, North and South Wales; good accounts will be handed over to reliable agents who wish to add to present lines; retail men not considered. 116/21, Office of this Paper.

EXCELLENT proposition open to Representatives with connection among Medical Profession; exclusive territory, exceptional margin, and first-class product to those willing to take up on selling agency terms. Full particulars of connection in first instance to "M.", Office 24/28, 121, Kingsway.

HENRY TETLOW CO., LTD., makers of Swandown Toilet Preparations, require applications with full particulars by letter from Representatives with established connections in the following areas: South, Midlands, Lancashire and Yorkshire, Wales, two Scotland, two Ireland. It is essential that selected men should reside in these given territories. All applications treated confidentially. 61 Eagle Street, London, W.C.1.

PROCESS Worker required, established London house, experienced in preparing Concentrated Infusions, Plasters, Syrups, Emulsions, Ointments, etc. State particulars of previous employment, age, and if disengaged to 197/974, Office of this Paper.

REPRESENTATIVES wanted for our well-known Health Salts and Tablet lines in the following districts:—Midlands, Leicester, Notts and Derby, and Eastern Counties; liberal commission basis; good connection essential. Harrogate Tablet Co., Ltd., Chatsworth Grove, Harrogate.

REPRESENTATIVE required by well-established Manufacturing Chemists marketing Packed Pharmaceuticals, Galenicals and Proprietary Toilet Preparations; a connection is required in Birmingham and Leicester, the territory available being Worcester, Warwick, Leicester and a large part of Stafford; interviews will be conducted in Birmingham; applicants should be thoroughly experienced and able to sell packed pharmaceuticals and toilet goods. Reply full details of previous experience, age, etc., to 197/980, Office of this Paper.

REPRESENTATIVES required in town and country to handle the old-established Kraska Nail Polish and allied Specialities on a liberal commission basis; a sound connection amongst Chemists, Hairdressers, Stores, etc., is essential. Full particulars to the Kraska Co., Ltd., 65 Portobello Road, W.11.

SALES MANAGER REQUIRED

by London Toilet and Perfumery Manufacturers doing large business with Stores and Wholesale Houses throughout the country.

Must be energetic, well known, and with established connection in the trade.

An excellent opportunity for the right man. Good salary and commission.

Write, in confidence, with fullest particulars, to 197/972, Office of this Paper.

T. F. BRISTOW & CO., LTD., Colindale, London, require a Representative for Northumberland, Cumberland, Durham and Westmorland territory; must be young and energetic and accustomed to calling on Retail Chemists; knowledge of Toilet Soaps and Perfumery an advantage. Applications, by post only, must give fullest details.

TABLET maker wanted for Harrogate; must be experienced and able to work on own initiative. Apply, giving full particulars of wages required, to Harrogate Tablet Co., Ltd., Chatsworth Grove, Harrogate.

TRAVELLER-CANVASSERS; all districts London and Suburbs; must have served regular apprenticeship to Chemist; salary and commission. "Everyday Household Remedies," 301 Wandsworth Bridge Road, S.W.6. Phone: Fulham 3292.

TWO Representatives required, one London, one Birmingham, Manchester, Liverpool districts, preferably with connection amongst the Medical Profession. State age, qualifications, salary required, and enclose copies of references to 197/976, Office of this Paper.

WANTED, qualified Chemist for Manufacturing and Wholesale; chosen applicant required to invest £250; open to investigation; splendid opportunity for right man. State experience and salary required. 113/26, Office of this Paper.

YOUNG man wanted by London Wholesale Chemists for checking orders; one with good knowledge of Patents, Sundries and Drugs; must be quick and accurate worker. State age, experience, references, and wages required to 197/973, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

INDIA.—Chemist for India.—A first-class English Store has a vacancy for a young man, 28-30, possessing Minor qualifications, plus ability to extend the Fancy side of the business; must be well educated, good Stock-keeper and keen Salesman. Write fullest particulars in first letter to Box 78, Sells Advertising Offices, Fleet Street, E.C.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less, 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.—QUALIFIED, experienced, hard-working Manager desires charge of brisk business; London. "Chemist," 57 Sutherland Street, S.W.1.

A—QUALIFIED; 27; Welsh; good all-round experience; Senior or Manager; managerial experience; London or Birmingham district preferred, not essential; Locum or permanency; moderate salary. Powell, 98 Inkermann Street, Wolverhampton.

A—QUALIFIED; 26; good Salesman and Dispenser; 10 years' Harrogate, London and provincial experience; manager over 3½ years; excellent references; Leeds district preferred. "R.," 92 Louis Street, Leeds.

A CAPABLE lady Dispenser-Book-keeper (Hall and First Aid) requires post with Doctor or Institution (if Chemist own Dispensary, no Counter).—114/25, Office of this Paper.

A COMPETENT, unqualified male, 27, desires change; Counter, Dispensing, Windows, etc.; excellent references; London or suburbs. "Radix," 113/10, Office of this Paper.

A QUALIFIED, experienced Chemist, all branches, excellent references, as Manager; permanent, Locum, or temporary. "Scot," 28 Camden Street, N.W.1.

A QUALIFIED lady Chemist, 21, fully experienced, with excellent references, requires position. Please write "M.P.S.," 15 Blake Road, New Southgate, N.11.

A QUALIFIED Chemist seeks position; would take management with view to succession; free scon. "Chemist," 33 Prace Street, Paddington, London, W.

A RELIABLE, unqualified man; dependable worker; London and country experience in all branches; good personality and excellent references; available now; temporary or permanent. March, 10 Milward Crescent, Hastings.

A RELIABLE, unqualified Assistant; disengaged; tall; 20 years' first-class experience, Dispensing, Counter, Photo; business builder; quick, clean, accurate; permanency. Johnstone, 3 Babington Road, Streatham, S.W.16. 'Phone 1087.

A SMART, tall young fellow, age 23, first-class Dispenser, complete for taking his M.P.S., excellent for Counter, best reference, wanted to be recommended a satisfactory situation in London; willing to pay £5 for recommendation. 115/22, Office of this Paper.

A ACTIVE; elderly; qualified; tall; full charge; go anywhere instantly; fully experienced; single; good address. J. Dallas, 7 Gill Street, Nottingham.

A ACTIVE, unqualified, experienced, middle-aged, reliable Dispenser; Stock; successful Manager; Locum, permanent. Fletcher, 91 Duncombe Road, Holloway, N.19.

A DVERTISER, 39, married, unqualified, desires situation; 20 years in good-class Retail; capable business builder; experienced Salesman and Window-dresser; excellent references, will bear strict investigation. "Statim," 17 Park Avenue, Leicester.

A N Improver with good Family experience and training desires part-time engagement (five full days weekly available); experience and convenience considered before salary; City, East London or Southend-on-Sea districts preferred. Allden, 10 Highview Gardens, Upminster, Essex.

A S Locum or general help; over 30 years' experience; heavy Panel, Counter, Books, Buyer, Salesman, Prescriber; neat, clean and quick worker. "G.," 130 Scott-Ellis Gardens, N.W.8.

A SSISTANT; unqualified; 22; honest; trustworthy; West-End, City and seaside experience; accurate Dispenser; N.H.I., Window-dressing and Photographic knowledge; London preferred. "C.," 44 Turneville Road, W.14.

A SSISTANT (male), unqualified, requires situation; 12 years' experience, Dispensing, Window-dressing, Counter; excellent references. Nelson, 15 Ingmire Road, Eastville, Bristol.

A SSISTANT, unqualified, 26, seeks permanency; London and provincial experience; good all-round man; well recommended. "L. C.," 3 Hammet Street, Taunton, Somerset.

A SSISTANT; 24; tall; Dispensing and Counter; any town considered; interview in London. "J.," 147 Kennington Park Road, S.E.11.

A SSISTANT, male, experience in Retail and Homœopathic, tall and active, desires post in London. Williams, 11 Effingham Road, S.E.12.

A SSISTANT or Manager; young qualified Chemist requires engagement; 8 years' experience town, country and seaside; excellent references; disengaged. 115/18, Office of this Paper.

A SSISTANT (Part I), 23, seeks situation; 6½ years' sound general experience; Dispensing and Counter; excellent references. 114/39, Office of this Paper.

A SSISTANT; lady; 24; Matriculation; Part I; good Dispensing and Counter experience; free end of month. 114/29, Office of this Paper.

A T once.—Assistant requires post; well experienced, young, businesslike; good right-hand man. Hill, Whitings Farm, Mendlesham, Suffolk.

C APABLE, qualified Chemist, 20 years' sound experience, seeks permanent post with scope; reliable. Anwyl, "Maesycloed," Bryntirion Drive, Prestatyn.

C AREFUL, quick Dispenser and smart Counterman, thoroughly experienced, requires immediately a good, permanent situation; well recommended; age 40. "Dutiful," 113/37, Office of this Paper.

C HEMIST-OPTICIAN, M.P.S., F.B.O.A., requires position as Manager, having complete outfit for Optical Department; excellent references; disengaged now. "Chemist," 116 Edenbridge Road, Enfield.

E XPERIENCED; unqualified; age 44; long West-End Pharmacy experience; Photography, etc.; temporary or otherwise. Little, 9 Westbourne Street, Westminster, S.W.1.

E XPERIENCED (unqualified by exam.); age 35; single; Counter, Dispensing, Window-dressing, Photographics, etc.; excellent Stock Manager; excellent references; 17 years in the trade, chiefly senior in qualified department; town and country experience; well known to good Houses' representatives. 115/25, Office of this Paper.

F.S.M.C., F.B.O.A., registered J.C.Q.O., 25, pharmacist, maceutically unqualified, smart, active, reliable, thoroughly recommended, desires position with Chemist or Chemist-Optician; expert Refractionist, Dispenser, Window-dresser and Counter-hand; excellent references; capable of entire charge. H. E. Rowsell, 11 Wulfstan Street, Shepherd's Bush, W.12.

F.S.M.C., with supplementary, 25, desires position; seeks nine years' pharmaceutical experience in London, seaside and country; own Optical apparatus. 115/26, Office of this Paper.

F.S.M.C., J.C.Q.O., desires position in Optics; experienced Pharmacy, Photography; smart, capable and businesslike; moderate salary; go anywhere. 197/977, Office of this Paper.

G ENTLEMAN, smart appearance and address, excellent credentials and experience all branches, English, Foreign, Photographic, fluent French, requires position trust; age 35; 5 ft. 4 in.; interview or post. 107 Kimberley Road, Southbourne.

I N 1932 you must be efficient and seek new customers; M.P.S. (25); Optician, Display and Publicity; experience in West-End, City, suburbs and provinces. Write "Live Wire," 115/17, Office of this Paper.

J. M. FAIRBAIRN, LTD., Wholesale Chemists, St. Peter Street, Blackburn, strongly recommend qualified young lady as Assistant or Dispenser; reliable and energetic; Blackburn or near preferred.

J UNIOR, 20, desires position immediately; Midlands preferred; Dispensing, Counter, Photographic (D. & P.). Hickman, Paradise Street, Tunstall, Staffs.

L ADY requires permanent or temporary position in or near London; good Dispensing and general experience. "D.," 14 Tennyson Avenue, Twickenham.

L OCUM, Isle of Wight and the South; qualified; 30 years; wide managerial experience; energetic; good personality and address; highest credentials; moderate terms. G. E. Norrish, Ventnor, Isle of Wight.

L OCUM or permanency; lady; 25; qualified; London or near N.W. district. "H. D.," 1 Hopefield Avenue, Brondesbury Park, N.W.6.

L ONDON or Near.—M.P.S., middle-aged, as Manager, Assistant or Locum; view to purchase considered; West-End and suburban experience; disengaged; moderate salary 114/18, Office of this Paper.

LONDON preferred; experienced Assistant; Public School; 26; 6 ft.; active, energetic; recommended; honest, sober, reliable; disengaged. L. Flatman, Tregonwell Road, Minehead, Somerset.

MANAGER, qualified, preferably view purchase or interest; excellent references. "Londoner," c/o Newbery, 27 Charterhouse Square, E.C.

MANCHESTER DISTRICT.—Young M.P.S.; disengaged; excellent all-round experience; tall; good appearance. "W. A.," 70 Cowesby Street, Moss Side.

M.P.S. requires post as Locum or permanency; registered R.P.U.; disengaged; highest credentials. "L.," 19 Marjorie Grove, S.W.11.

M.P.S., 20 years' experience; disengaged; good references; as "Superintendent," Dispenser, or Locum; moderate salary. "Pharmacist," 5 Tomlin's Terrace, E.14.

M.P.S., F.B.O.A., etc., good appearance, smart, reliable, requires position; Locum or permanent; disengaged. Grantham, 106 Queen's Road, Peckham.

M.P.S., young; energetic; thoroughly experienced all branches of Pharmacy; well recommended; will accept moderate salary if prospects of advancement; available at once. "Pharmacist," 14 Bexley Mount, Harehills Road, Leeds.

MR. C. BAYLEY, Uppingham, has much pleasure in recommending Miss B. Dyer as a capable and reliable Assistant (unqualified); highest references. 43 Essex Road, Barking, Essex.

PHARMACY-TRAINED competent Assistant, lady (Hall); 7 years' London and high-class experience; excellent references. "M.," 20 Denbigh Road, W.11.

POSITION in Industrial or Agricultural business; North or Midlands preferred; qualified; middle-age; moderate salary. James, 1 Borrage Green Lane, Ripon.

QUALIFIED, 29½, desires permanency anywhere; 14 years' experience, every branch of pharmacy; keen; conscientious; trustworthy. Terms. 115/28, Office of this Paper.

QUALIFIED lady, 32, desires post, Doctor, Chemist, Institution; 14 years' experience; expert Dispenser. Knowles, Brampton, Huntingdon.

QUALIFIED, 28, tall, capable and conscientious, London and provincial experience, desires post as Manager or Senior. 111/12, Office of this Paper.

QUALIFIED; 45; thorough all-round experience; good Dispenser, Photographics; permanency preferred. "Chemist," 5 Marlborough Terrace, Bridlington.

QUALIFIED, 28, seeks situation, Senior or Manager; locum or permanent; England or abroad; excellent experience; highest references. Gatward, 150 High Street, Putney, S.W. Putney 6609.

QUALIFIED; 32; tall; 17 years' varied experience; Manager-ship or otherwise; Photographic, etc.; disengaged. "B.," 239 Stapleton Road, Bristol.

QUALIFIED; 35; married; 5 ft. 11 in.; disengaged January 23rd (disposal of business); experienced all branches; reliable; excellent references. "Chemist," 131 Holmleigh Road, N.16.

QUALIFIED Chemist (lady), 24, with all-round experience and good knowledge of Dispensing, Photography and N.H.I. desires position; disengaged. Hall, 16 College Avenue, Maidenhead, Berks.

QUALIFIED, 22, seeks post, preferably London; 6 years' varied experience; accustomed to taking charge; disengaged at short notice. "Oxo," 5 Clovelly Avenue, Hendon, N.W.9.

QUALIFIED lady desires post, Manageress or Assistant; first-class experience Scotland and England (London); excellent references. 115/2, Office of this Paper.

QUALIFIED Chemist; 35; at liberty; Assistant or Manager; experienced all branches; Partnership considered. "Chemist," 21 Church Road, Hanwell, W.7.

UNQUALIFIED male (20) requires post as Junior; keen; willing; accurate; well recommended. Hussey, Station Road, West Wycombe, Bucks.

UNQUALIFIED; 39; Scot; Chemist's son; highest references; experienced; abstainer; permanency preferred; now disengaged. Sanders, 57 Camberwell New Road, London.

A WELL-KNOWN TOILET AND PERFUMERY WORKS and SALES ORGANISER

IS FREE TO NEGOTIATE WITH ANY
LONDON MANUFACTURING HOUSE
For WHOLE or PART-TIME SERVICE from APRIL NEXT
FORMULÆ and PROCESSES can be PROVIDED

Write C. H., 108/40, Office of this Paper.

UNQUALIFIED, capable, well experienced, keen Salesman, accurate Dispenser, Continental experience, requires situation. "Advertiser," 6 Dukes Avenue, London, N.3.

UNQUALIFIED (referred Part I); 23; disengaged; good Salesman; accurate Dispenser; 2½ years' London experience; temporary or permanent; any locality; salary £2 15s. "C. M.," 185 Mount Pleasant, Redditch, Worcestershire.

WHAT OFFERS?—Assistant; unqualified; 36; reliable Dispenser, Counter-hand, Window-dresser; Optical, Part F.S.M.C., including Sight Testing, etc., have finest optical equipment, about £100 in all, which I would supply on loan, opportunity to develop optics; would consider managing Drug Stores and adding Optical to develop business. 113/24, Office of this Paper.

WHOLESALE.

A LONDON Representative, 16 years' experience, with exceptionally strong connection, Chemists, Hairdressers and Stores, highest credentials, proved ability, open to represent known Proprietary and Sundry House; salary and commission; own car. Particulars to "Keen," 114/6, Office of this Paper.

A REPRESENTATIVE, with London and suburban connection Chemists, Doctors, Hairdressers, etc., requires engagement; Drugs, Toilet or other lines. P.C.B. 20/39, Office of this Paper.

FIRST-CLASS Representative, prize records, desires position with house of repute; first-class references; connection Southern England and Wales, also East Coast. 112/28, Office of this Paper.

FOREWOMAN; disengaged; used to controlling large staff; good experience labelling, wrapping, etc.; good knowledge of Southall & Smith filling machines; excellent references. "M. B.," 47 Lowden Road, Herne Hill, S.E.24.

GENTLEMAN, 20 years' experience with Wholesale Manufacturing Chemists, holding responsible positions, desires change, same or allied trade or Surgical Instruments and Sundries; expert knowledge of buying, sales development, office routine, banking, etc.; already held successfully position of London Manager for Continental firm; undeniable references. Write 113/36, Office of this Paper.

LONDON, 15 years' connection; open for a rapid seller; expenses and commission. Moody, 95 Thurlstone Road, West Norwood, S.E.27.

MEDICAL Representative.—Young qualified Pharmacist requires engagement; experienced with first-class firm; requisite knowledge; personality; disengaged; resident London. 114/38, Office of this Paper.

REPRESENTATIVE, working Chemists in Beds, Bucks, Oxon, Berks, Hants, Sussex, Kent, Wilts, Dorset, Somerset, Devon, Cornwall, seeks a good second line—except Drugs and Chemicals—for reputable first-class house; can be entrusted with the care of a connection; excellent references. Full details, etc. (in confidence), to 112/39, Office of this Paper.

REPRESENTATIVE, unrivalled connection Chemists, Eastern Counties and Eastern Midlands, requires whole-time appointment, or would consider first-class commissions; own car; highest credentials. 115/35, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

CLEAR OUT—your Old or Damaged Stock of Photo Goods
Why keep them any longer? Turn them into CASH.
I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

REPRESENTATIVE, established connection with Chemists, Lancs, Yorks, Midlands, Home Counties, West of England, seeks engagement; car owner. 115/9, Office of this Paper.

SALESMAN-TRAVELLER, with large connection Wholesale and Retail Chemists, Cheshire, North Wales, Lancashire, open for engagement with progressive firm; car owner, driver; salary and commission. 103/11, Office of this Paper.

TRAVELLER open to represent good firm in London; many years' experience; sound business connection for first-class lines; ref. to Chemists who know me personally. Write Ray, 36 Barborough Street, New Cross, S.E.14.

WELL-EDUCATED young man, of good appearance and address, seeks position as Representative; thorough knowledge Drug Trade; excellent character. 115/4, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

GENTLEMAN, good appearance and excellent experience, 35 years, 5 ft. 4 in., fluent French, desires post anywhere in any capacity as Chemist. Please state terms; interview own convenience. 111/10, Office of this Paper.

MEDICAL man desires Scientific Propaganda work for Medical Specialities, visiting Hospitals and Specialists; experienced; knowledge of French and German, and references of English and Foreign Clinics and Pharmacies. 112/20, Office of this Paper.

MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A BARGAIN, £43 10s.—10 ft. Drug Fixture, glass knobs and labels to drawers, 10 ft. Serving Counter, mahogany top, Show Case Front, 5 ft. Dispensing Screen in mahogany, mirror centre, two Show Cases, Shelving over work-bench, 6 ft. mahogany Wall Case. Let us prepare Drawings and Specification for a Modern Shop Front free of charge and without obligation. Call or write, RUDDUCK & CO., Shop Front Builders, 219 and 227 Old Street, London, E.C.1.

BARGAINS IN SECOND-HAND AND SHOP-SOILED FITTINGS.—Drug Fittings, Wall Cases, Counters, Dispensing Screens and Counter Cases. Write your requirements or call at PHILIP JOSEPHS & SONS, LTD., 90/2 St. John Street, Clerkenwell, E.C.1. "Pharmacy Fitters for Over a Century."

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' MAHOGANY FITTINGS.—Complete Drugfittings, 14 ft., 12 ft., 10 ft. and 8 ft. long, 8 ft. 6 in. high; Wallcases, 10 ft., 8 ft., 7 ft. long, 8 ft. 6 in. high; Glass-front Counters, 12 ft., 10 ft., 8 ft. and 7 ft. long; one Wallcase, 4 ft. 6 in. wide, 7 ft. high, 1 ft. deep; Dispensing Screens, 7 ft., 6 ft. and 5 ft. long; two 4 ft. Nests Counter Drawers; low prices to clear; sketches by return. GEORGE COOK, The Working Shopfitter (over 40 years' experience), 27 Macclesfield Street, City Road, E.C.1. Clerk. 5371.

FOR quick Sale, two heavy Werner Jacketed Mixers; excellent condition. Write 196/958, Office of this Paper.

FOR Sale, cylindrical and "U"-shaped steam-jacketed Drying and Mixing Machines with agitators. Write 196/959, Office of this Paper.

FOR Sale, Vertical Stone Mill, also Grinder with screens (Perplex type). Write 196/960, Office of this Paper.

FOR immediate disposal, Alsing type Ball Mill, Silix lined, also six pot porcelain Ball Mill in frame with fast and loose pulleys by Steele Cowlishaw, and C.I. Ball Grinding Mill on stands. 196/961, Office of this Paper.

FOR Sale, Single and Double Tooth Grinding Mills, also power Friction Hoists. Write 196/962, Office of this Paper.

FOR Sale, Gardner's latest pattern Fine Powder Dresser with Perfume Sprayer and Mixer for making finest beauty powders, toilet powders, etc. Write 196/963, Office of this Paper.

FOR Sale, jacketed Copper Boiling Pans, also cast-iron jacketed Pan with stirrers. Write 196/964, Office of this Paper.

FOR Sale, Fine Powder Sifting Machine with removable barrel or sieves. Write 196/965, Office of this Paper.

FOR Sale, gas-heated Drying Machine with revolving agitator with brass internal fittings. Write 196/966, Office of this Paper.

FOR Sale, No. 1½ and 2½ Disintegrator. Write 196/967, Office of this Paper.

FOR quick Sale, Johnson Filter Press with 12 plates, 15 in. diameter, also 6 and 12 triple Granite Roller Mill. Write 196/968, Office of this Paper.

FOR Sale, Gardner "Rapid" Sifting and Mixing Machine with latest improvements. Write 196/969, Office of this Paper.

TREBLES' for Chemists' Fittings. Shop Fronts, Alterations, new or second-hand. Let us quote for your requirements. Pharmacy Fitters for over a century. 549 Lea Bridge Road, Leyton, London, E.10. Leytonstone 2475.

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